A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

Switzerland: imports over 3 billion dollars

Business Bulletins *from around the world*

ARGENTINA—Most luxury and nonessential goods subject to surcharges of 100%, 115%, 120%, 150%, 172%, 177%, 200%, 230%, 250%, and 277%, now prohibited importation by Decree 626 of November 8. Machinery and equipment similar to locally produced types also temporarily prohibited. Exemptions include essential products under following surcharge groups: free list, 20%, 40%, 46%, 51%, 80%, 92%, and 97%; also, products shipped under investment-approved decrees and special legislation.

Highway machinery, military items, equipment for shipyards and naval shops, and machines and equipment for steel, petrochemical, and cellulose industries, as well as parts and components for local automobile, tractor, and engine assembly.

BELGIUM—Construction workers of Socialist Union to seek 10% wage increase effective when present contract expires Mar. 31, 1964. Union also to bargain for reduction of present 45-hr. wk. to 40 hrs. and a third wk. of paid vacation. Union represents 60,000 of 200,000 workers in the building, construction industry.

FRANCE—Special display of American products at "La Samaritaine," leading Paris department store, features kitchen gadgets, glassware, phonograph records, custom jewelry, towels and napkins, underwear, sport clothes, furniture, lamps, moccasins, collapsible travel bags, toilet articles, special food products as ones with strongest sales potential. Show, planned to last 3 weeks, closed after 2 weeks. All 4,000 boxes of American merchandise shipped for occasion sold out.

Sales office opened in Paris by Robertshaw Controls S.a.r.l., a subsidiary of Robertshaw Controls S.A., Geneva. New office responsible for sale of company's lines of automatic appliance controls in France, Holland, Belgium, Luxembourg.

GERMANY—Ibec, S.A., Geneva, Switzerland, subsidiary of International Basic Economy Corporation, N.Y., purchases majority interest in Kaemper-Maschinenbau GmbH, Berlin, manufacturer of hydraulic control and regulating equipment and subsidiary of Demag engineering concern, Duisburg. Also introduced pneumatic and hydraulic industrial equipment of Bellows-Valvair, Akron subsidiary of Ibec, to metal, wood, plastics industries in Europe establishing subsidiary companies in partnership with local interests in U.K., France for manufacture. Kaemper gets manufacturing rights to Bellows-Valvair product line and use of Ibec, S.A.'s extensive sales organization with offices in UK, continental Europe, South America, Far East. Kaemper-Ibec tie-up is Demag's third partnership with U.S. interests; second in West Berlin.

Omni-Pac GmbH Verpackungsmittel, Hamburg, German subsidiary of Diamond National Corp., New York, N.Y., puts into operation new plant for manufacture of packing materials from molded pulp. Plant cost more than $5 million; said to be most modern of its kind in Europe, will supply Germany, France, Benelux countries.

IRAQ—Communist China signed agreement October 17 to purchase 40,000 tons of Iraqi dates worth approx. $3 million. Additional 1962 purchases of dates by Communist China estimated at 70,000 tons.

NETHERLANDS—Sikkens, Holland's largest paint manufacturing firm, to acquire Ceta-Bever Company, specializing in manufacture of glues, stains.

Joint venture, European Shoe Association, established to combine purchases, exchanging technical data, joint sales promotion for sales outside the Netherlands, Italy, Belgium. Partners are firms of Italnard and Enni Mi of Italy, Bana/Sogno of Belgium, and the Dutch firm, Schuwer.

NORWAY—The Norwegian Broadcasting Corporation (government-owned) to devote bi-weekly programs in English to promotion of Norwegian exports and tourist trade. The programs, arranged by Norwegian Export Council, a semi-governmental organization for the promotion of Norwegian exports, will be broadcast over Norwegian short wave stations at eight different times daily, beamed in seven directions.

A new particle board (chip board) mill at Roros, South Trondelag County, began production recently. The mill, owned and operated by Orkla Skogindustri A/L, controlled by Norwegian forest owners, has annual capacity of 15,500 metric tons. Orkla Skogindustri A/L, which also operates mill at Orkanger, near Trondheim, is currently largest domestic producer of particle board with annual capacity of 30,000 metric tons.

PHILIPPINES—Manila dock strike congesting port of Manila since May ends. Port congestion continues to delay cargo movements, freight surcharges by U.S., West European, Japanese shipping conferences remain in effect. U.S. Federal Maritime Commission holds hearing to determine whether $10 per ton freight surcharge assessed by West Coast shipping conferences "unjustly discriminatory" against U.S. shippers given lower West European and Japanese surcharges.

SOUTH AFRICA—Large government-controlled oil-from-coal industrial complex—SASOL—in Sasolburg, Transvaal, announces plans for 3-year $100 million capital expansion program. This follows report that industry's total sales for year ending June 29, 1963 had reached $34.3 million, increase of $4.9 million over preceding year. Program calls for investing $42 million for supplying gas for industrial purposes to Witwatersrand area, $22 million for constructing butadiene and styrene plants, and remaining $36 million for polyethylene plant, naptha-cracking plant, and financing raw materials for fertilizer industry. Several other firms (not affiliated with SASOL) also to construct new facilities in Sasolburg area in next few years. These include cyanide plant, synthetic rubber plant, and plants for producing caustic soda, chlorine and polyvinyl chloride.

SPAIN—Bottles, jars, carboys, similar containers of ordinary glass, also made of other than white or colorless glass which has not been cut, emery-ground, engraved, or decorated, may be imported duty-free until December 29, under Ministry of Commerce renewal of duty suspension.

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the cover

Switzerland does have a navy. No gun boats, but many busy freight barges, as the cover photo shows. The scene is the Basel-Rhine harbor, on the northwest border, and shows something of the material handling facilities of Swiss shipping companies, including warehouses. For a report on sales possibilities in Switzerland, see pages 9 through 20.

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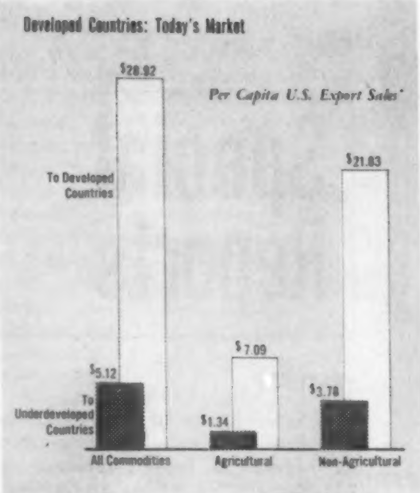
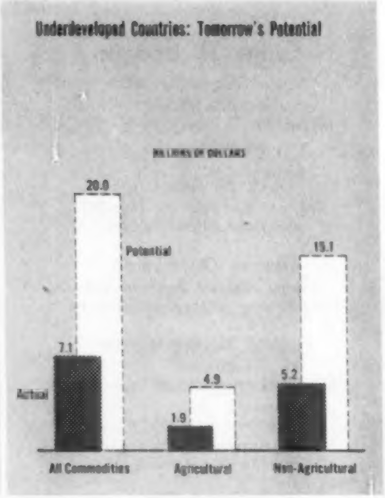
GATT: U.S. businessman's

By JEAN PRIOR

Staff Writer





U.S. commercial exports to Europe have increased more than 500% since the General Agreement on Tariffs and Trade began operating in 1948. In the last decade alone, U.S. exports of goods and services to Europe have more than tripled—jumping from $3.2 billion in 1952 to $10 billion in 1962.

What were the forces that shaped this exporting explosion, and then turned the market expansion into U.S. business profits? Pent-up consumer and business needs, far-reaching technological developments, international currency convertibility and many other political, economic and social changes interacted to create this enormous marketing potential. The potential became a dollar reality when the General Agreement on Tariffs and Trade (GATT) began removing many of the barriers to international sales.

A unique institution

The GATT is the principal instrument through which the U.S. works with other free-world countries to reduce tariffs, eliminate non-tariff barriers and remove other trade obstacles that handicap the U.S. exporter in his efforts to sell competitively in world markets. It is essentially a reciprocal trade agreement, similar in many respects to the bilateral or two-party agreements that nations have used for centuries.

Unlike those agreements, however, the GATT is a multilateral agreement whose reciprocal rights and obligations apply to most free world trading nations.

In addition, the GATT is the first trade agreement that includes a code of rules for fair trading in international commerce. The code is voluntarily accepted by the GATT member countries to govern their own trading relationships and, since they account for about 80 percent of world trade, the GATT code of rules and responsibilities now applies to 80 percent of international commerce.

U.S. invitation launched the GATT

Long before the end of World War II, and largely under U.S. inspiration and leadership, there was considerable effort toward establishing new international institutions that could tackle the post-war problems of currency, investment, and trade. Accordingly, the International Monetary Fund and the International Bank for Reconstruction and Development, concerned with the stability and convertibility of currencies and with investment, were established before the war ended. However the International Trade Organization (ITO), proposed as the international agency for handling problems dealing with the world's trade, was not expected to have its Charter completed until March 1948.

Since the United States was the only nation in a position to export a substantial amount of goods at the end of the war, it was possible that other nations would resort to the same high tariffs and rigid import controls that all but killed international trade during the depression. The United States took the lead in inviting other trading nations to a world-wide tariff-cutting conference which would conduct negotiations pending the creation of the ITO.

Representatives of 23 nations met in Geneva in 1947 and the tariff concessions resulting from their negotiations were embodied in a multilateral contract called the General Agreement on Tariffs and Trade. The Agreement also contained the code of fair trading rules, initially designed to prevent a country from granting a tariff concession with the one hand and then frustrating it with the other by instituting a quota restriction or similar protective device. The Agreement was signed on October 30, 1947 effective January 1, 1948.

The attempt to establish the International Trade Organization later was dropped. Thus GATT, originally intended as a stop-gap arrangement, became the permanent instrument for international trade cooperation.

Objectives affect U.S. interests

"Raise standards of living. . . .
Ensure full employment. . . .
Develop full use of the world's resources . . .
Expand the production and exchange of goods. . . .
Promote economic development. . . ."

These are the long-range objectives behind every GATT negotiation. Each directly affects either the prosperity or the security of the United States. For instance, if Asian businessmen can profitably sell their products in world markets, the resulting income will do much to improve the economic development of their entire countries. And a people whose standard of living is improving is more likely to maintain political stability.

On our economic front, the problem of production is vitally important. First, we must achieve full use of our current productive capacity. Then, that capacity must be further expanded so that we can provide one million additional jobs a year for the new workers entering the labor market. To achieve this advanced level of productivity, we must find new consumers—we must sell some of our products to the people of other nations.

The GATT Member countries also have acknowledged that increased trade is one of the most effective means of

best bet for export profits

accomplishing each of these objectives. And, through belonging to the GATT, every Member country is pledged to work toward this accomplishment.

Parallel traditional U.S. policies

Often, the process of getting just two parties to agree to a contract will require the inclusion of an infinite number of diverse precautions and arrangements within the written agreement. Consider then the complexities involved in trying to achieve approval of an agreement between dozens of nations—with differing needs and desires, based on different rates of economic and industrial development. Hence, the GATT is an admittedly complicated document—reflecting the aims of more than half of the sovereign nations of the free world.

Despite the complexity of the Agreement, however, its essence can be stated in four fundamental principles: non-discrimination, trade liberation, consultation and tariff negotiation. These principles form the heart of the GATT and the total body of detailed rules which are built around them constitute the code that is voluntarily accepted by GATT countries to govern their trading relationships.

The adoption of these ideas has made a dramatic difference in the trade policies of many nations. Their acceptance has not necessitated a change in U.S. trade procedures, however, because each of these principles has been a part of U.S. commercial policy for many years.

Non-discrimination

The first principle is that trade should be conducted on the basis of non-discrimination. Thus, each Member country agrees that any tariff concession or other trade advantage granted to one country, whether or not a member of GATT, shall be granted to all GATT Member countries. This concept, known as the most-favored-nation principle, long has been a part of our commercial treaties and agreements.

The advantages of pursuing this policy are formidable. For instance, the policy protects our exporters from agreements between other governments which would result in discrimination against U.S. exports. At the same time, it assures other nations that the United States will not grant concessions that would result in discrimination against their exports. Thus, countries are not put in the position of having to resort to retaliatory penalty measures—often the first step toward a full-scale trade war.

Multilateral acceptance of the most-favored-nation principle is a major accomplishment affecting the whole field of international relations.

By outlawing trade discrimination, the GATT has done much to eliminate an historic source of trouble among nations.

Trade liberalization

The second principle is that protection shall be afforded each nation's domestic industries exclusively through the customs tariff. Thus, import quotas and licensing requirements, the restrictions which nations have traditionally used to limit the volume and types of imports entering their countries, are prohibited.

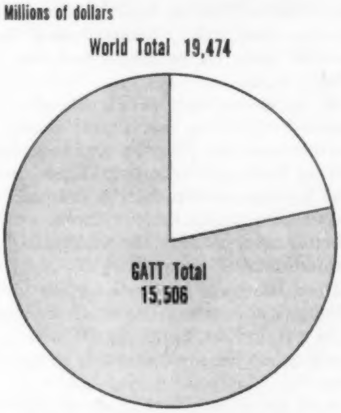
The importance of this prohibition cannot be overestimated, for as long as there are restrictions effectively limiting the quantity of imported goods, it doesn't really matter whether tariff rates are exorbitantly high or practically nonexistent. For instance, agreement on a low tariff rate for product "X" will not bring about increased sales, if the country with which the United States has negotiated the tariff rate also maintains restrictions that limit the total volume of product "X" that may be imported.

Certain exceptions to the general prohibition on import quotas have been written into the Agreement, as have a number of safeguards to prevent indiscriminate use of these exceptions. For instance, the circumstances under which an exception is authorized are very carefully defined and any country that does not meet these requirements must request a specific waiver. In addition, there are elaborate procedures for consultation so as to ensure that the restrictions imposed comply with the conditions laid down, minimize damage to the trade of other countries, and are eliminated as soon as the circumstances which justified them have improved.

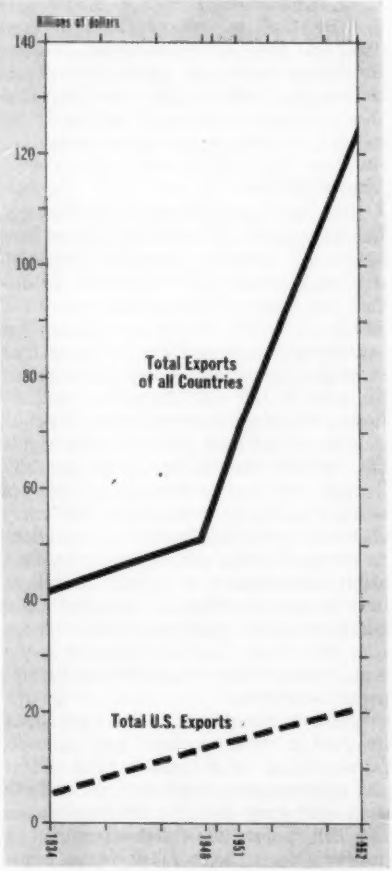
Although there are a number of circumstances that satisfy the requirements for an exception to the general prohibition, the main exception allows a Member country to apply import restrictions for the purpose of protecting its balance of payments and monetary reserves.

Immediately after World War II, nearly all nations except the United States had the dual problems of a scarcity of foreign exchange and the necessity for

U.S. EXPORTS 1962
(Excluding special category)



GATT figure is 79.6% of World Total



buying vast quantities of materials on the world market. In order to conserve their limited exchange funds, the majority of these nations instituted quantitative restrictions on products that were not considered essential for reconstruction and development.

Today, except in the case of certain agriculture and a few mineral products, nearly all restrictions have been removed by the industrial nations—and that wouldn't have happened were it not for GATT.

By accepting the GATT principle that import restrictions are illegal unless a special exception can be justified, each country that applies the restrictions under GATT authorization thereby commits itself to eliminating them as soon as the difficulty necessitating the exception has been eliminated.

Thus, the mere existence of this international commitment has made it easier for a country to justify to its own domestic group the rapid removal of restrictions.

With the elimination of quota restrictions by European countries in the late fifties, the effects of previously negotiated tariff reductions have been increasingly felt by U.S. exporters. Thus, between 1958 and 1960, U.S. merchandise exports to Europe increased nearly 45% from $4.5 to $6.5 billion. The trade liberalization accomplished through the GATT did much to fire this exporting explosion.

Consultation

The third principle, inherent throughout the Agreement, is the concept of consultation, whereby Member countries may meet under GATT auspices to discuss any trade problems that may arise. Thus, the GATT serves as a forum for settling unprecedented disputes, as well as disputes arising from potential or actual breaches of the GATT code of rules.

If a Member country adopts a policy that would infringe on the trading rights of a specific country or would generally damage the trading interests of all or a number of Member countries, any party claiming injury can initiate consultation. If no satisfactory adjustment is reached after consultations, a formal complaint may be lodged. Then a Panel of Conciliation, made up of experts from countries which have no direct interest in the issue, examine the complaint and recommend a solution.

Great and small countries have been involved in these hearings, both as complainants and as defendants. For example, some of the complaints successfully dealt with have included the elimination of a British purchase tax that operated to discriminate in favor of domestic products, the suppression of a discriminatory tax levied on imports by the Belgian authorities, and the lessening of restrictions on American coal imported into Germany.

This is a new and most effective development in international trade relations. Since its introduction by the GATT, the consultation process has been responsible for settling many complaints which in earlier days would have ended in more restrictions on trade or other forms of economic warfare.

Tariff negotiation

The fourth and final principle—that tariffs should be open to negotiation—is the idea that originally inspired the GATT.

Traditionally, the problem of convincing each nation that it should even consider reducing its tariffs had to be surmounted for each new negotiation. Thus, before nations could begin their actual bargaining on tariffs, it was necessary to get them around the conference table. This meant that considerable time and effort had to be expended in persuading each nation that its tariff structure was not literally cemented together.

The acceptance of the necessity for regular tariff negotiation by a majority of the world's trading nations has been a cornerstone in the construction of expanded trade opportunities.

In addition to achieving this international recognition of the need for regular tariff bargaining conferences, the GATT itself has provided the framework within which such negotiations could be held. And, as a result of its five major tariff conferences held between 1947 and 1963, customs duties have been reduced on tens of thousands of products traded across international frontiers.

GATT Member countries have also "frozen" custom duties over a wide range of commodities. These agreements to bind tariffs at existing levels, thus preventing any sudden and arbitrary increases, have given the businessmen of every country a really stable base for expanding existing trade operations and for pioneering new markets.

It is estimated that, through GATT, tariffs have been reduced or stabilized on products accounting for approximately half of world trade. Undoubtedly, this widespread and unprecedented reduction and stabilization of tariff levels has done much to increase the sales potential of every exporter.

Custom unions, free trade areas

GATT has proved the world's most comprehensive undertaking for reducing and stabilizing tariff rates and has done much to eliminate the governmental re-

The GATT in operation

Since GATT was created originally as a trade agreement exclusively, it does not contain the usual provisions of a formal organization. The only administrative provision is that representatives of the Member countries shall meet from time to time to take such joint action as is necessary for ". . . facilitating the operation and furthering the objectives of this Agreement."

This phrase is the legal basis for the very broad role the GATT has come to play in resolving trade problems and stimulating trade expansion. The actual attempts at seeking resolution of trade problems and methods of expanding trade are generally made in the various international meetings conducted by GATT.

Sessions of the "Contracting Parties" (the term for the Member countries acting collectively) have been held at least once a year since January 1, 1948, when the GATT came into effect. The United States has participated in every session.

Between sessions, the work of the Contracting Parties is carried on by the Council of Representatives (composed of delegates from the nations which maintain permanent GATT missions in Geneva), by expert groups, and by working parties and committees. The work is supported administratively by a small secretariat, headed by an Executive Secretary.

In addition, major tariff negotiating conferences are held when deemed advisable by a consensus of the Member countries. There have been five of these tariff bargaining conferences conducted thus far. The sixth one, popularly called the "Kennedy Round of Negotiations," has been scheduled for 1964.

And finally, GATT's consultation forum is always available for settling specific trade disputes between Member countries or general problems arising from multilateral infringements of the Agreement.

Of all these meetings, it is the annual sessions of the Contracting Parties which form the backbone of GATT's effort to achieve international trade cooperation.

strictions and prohibitions that have been traditional barriers to international trade.

Yet the effect of these contributions would be greatly diminished if GATT were unable to meet the challenge presented by regional economic arrangements, such as the European Economic Community (the Common Market) and the European Free Trade Association.

These movements toward regional economic integration can be of benefit to the United States and all free-world nations. By establishing mass markets and promoting higher standards of living within the areas concerned, they actually create new, expanded markets, with demands that could lead to an enormous increase in total international trade.

In order for this potential to be realized, however, it is necessary that these associations develop in an "outward-looking" manner. Thus, the creation of these prosperous new markets will not help the over-all growth of international trade—or the sales of the U.S. businessman—if the associations set tariffs so high that outside products can't compete.

Thus far, GATT *has* met this challenge. In the case of the United States, for instance, exports to the Common Market area have grown by more than 50 percent since the Market was established. Our total exports to world markets, however, have gone up less than 20 percent during this period.

To begin with, GATT has been a significant influence on both the basic character and the subsequent development of these associations. It provides this influence through a series of rules designed to ensure that the formation of a customs union or free-trade area will lead to the reduction and elimination of barriers within the area without raising new barriers against the trade of the rest of the world.

In addition to those contributions, it is GATT's availability as a forum for consultation that is primarily responsible for the integration that has been accomplished thus far between the regional unions and the rest of the GATT countries. For instance, at each session of the Contracting Parties since 1959, the representative of the Common Market has reported on trade developments and decisions made by the Market. These reports have provided the background to the general discussions which take place at each session. Thus, GATT's consultation process has proved just as effective for negotiations between these multiple nation unions and the other nations of the GATT as for those held between individual GATT nations.

The expansion of international trade is, of course, the over-all objective of the General Agreement. During the early years of the Agreement, the Members sought to accomplish this mainly through the reduction and stabilization of tariffs and the removal of quantitative restrictions on imports.

Expanding the trade

In recent years, however, the GATT Members have focused particular attention on a special problem in trade expansion: the necessity for expanding the trade of the less developed countries. These less developed countries urgently need to promote their economic development and raise their standards of living. Numerous steps have already been taken to achieving these goals. The United States program of grants and loans, for instance, has enabled many nations to begin developing their resources. But aid alone won't carry them through.

The Contracting Parties have agreed, as a major responsibility, to promote the expansion of trade as the principal way to help the less developed countries help themselves. This can be reduced to a very simple equation:

EXPANDED EXPORT TRADE=EXPANDED EXPORT EARNINGS=GREATER ECONOMIC DEVELOPMENT=HIGHER STANDARDS OF LIVING

There's another element that could be added here, as our experience with the Common Market has shown:

HIGHER STANDARDS OF LIVING=MORE CUSTOMERS FOR U.S. PRODUCTS

As a part of its effort, GATT has attacked the problems which prevent the less developed countries from expanding their export trade and thus increasing those all-important export earnings.

In particular, GATT has been working on the problems involved in promoting the sound and efficient development of export industries and other commercial operations within the less developed countries. At the same time, the development of industries that have no markets for their products is recognized as a pointless exercise. Thus, the main work of the Contracting Parties has been devoted to seeking wider access to world markets—especially those of the industrialized countries—for the products of the less developed countries.

At a meeting in May 1963, Ministers from more than 40 GATT countries addressed themselves to this problem. Among the concrete decisions which resulted were the adoption of a specific program of action put forward by the less developed countries, the establishment of an Action Committee to implement this program, and the creation of several study groups to examine other specialized problems of the less developed countries in every part of the world.

Obviously, final solutions to the trade and development problems of the less developed nations will not be found overnight. But it is reasonable to expect significant progress toward these solutions, now that the full machinery of the GATT is engaged in seeking such solutions.

Agricultural over-protectionism

Historically, the growth of an agricultural industry in a nation has been accompanied by the development of a policy of agricultural protectionism.

In some countries and at some times, protectionism is based on humanitarian principles. In other countries and at other times, it is based on strategic principles. In all countries and at all times it is based on political considerations.

Thus, this problem is both internationally universal and domestically entrenched. It is also one of the greatest obstacles which the GATT faces in its efforts to expand international trade.

Although each of the GATT principles and all of the GATT rules for international trading were designed to apply to both industrial and agricultural products, in reality they don't. Because of the nature and extent of national agricultural policies, the practice grew up, more or less inadvertently, of excluding agricultural products from the general operation of the established trade rules.

In recent years, the fruits of this policy have ripened into problems of such dimension that the Contracting Parties have had to completely re-appraise the relationship of GATT to agricultural products. Following this re-evaluation, GATT instituted a series of proposals aimed at resolving this complex problem.

The actual policies used to achieve agricultural protectionism are many and varied—and involve the use of both tariff and non-tariff barriers.

A few of the more prevalent non-tariff agricultural barriers are import quotas, embargoes, monopolies and preferential supplier arrangements.

In the final analysis, both the tariff and the non-tariff barriers have resulted in agricultural products having limited access to world markets. This difficulty in obtaining market access is the most serious problem facing U.S. agricultural exports.

And although every nation is concerned about its agricultural exports, they are of special importance to the United States.

First, the United States is the world's largest exporter of farm products, suppling about one-fifth of the world's total agricultural exports. In fiscal year 1962, these agricultural exports were enough to fill over one million freight cars, or 4,500 cargo ships. A record $5.1 billion, equal to one-sixth of all cash receipts from farm marketings, were exported.

Secondly, commercial exports of agricultural commodities play a very important role in the U.S. balance of payments. Such exports comprised over 18 percent of total merchandise exports in 1962. The U.S. surplus in agricultural trade with the EEC, the United Kingdom, Japan, and Canada amounted to over $2 billion.

Consequently, trade in the widest possible range of agricultural commodities, regulated as far as possible by moderate fixed tariffs, is an important U.S. objective.

Eliminating barriers to trade

Negotiations often involve non-tariff barriers that restrict a natural flow of imports and export. The most serious of these non-tariff trade barriers—quantitative restrictions on imports—are, of course, generally prohibited by GATT. There are other governmental restrictions, however, which frequently crop up at the annual sessions. Foremost among these are customs formalities and the many "paper barriers" to trade.

As a first step in tackling these problems, the Contracting Parties have drawn up rules which will reduce the unnecessary filling of forms and eliminate other time-consuming and expensive export-import formalities.

In addition, GATT has sponsored agreements which will ease the passage of certain types of goods across national frontiers. One of these makes it simpler for merchants to send samples and advertising material from one country to another. A second agreement provides for the temporary duty-free importation of goods intended for re-exportation; while yet another provides temporary duty-free importation of professional equipment.

These are just a few of the resolutions the Contracting Parties have adopted thus far in tackling the non-tariff trade barriers on industrial products. Actually, the Contracting Parties will consider any such issues that are important to international trade.

Cooperation and retaliation

Since GATT is technically a contractual agreement only, its rules are contractual obligations—not codified laws. In fact, although there is a secretariat to handle general administrative duties there is no unit responsible for seeing that the Members fulfill their obligations. It is up to the country affected by a breach of the Agreement to decide whether or not it thinks the issue warrants being

THE GATT MEMBERS AND ADMINISTRATORS

As of November 1963, fifty-eight countries had acceded to full membership in the General Agreement. In addition, special arrangements have been established with fifteen other countries.

I. The following are the fifty-eight contracting parties to the General Agreement:

- Australia
- Austria
- Belgium
- Brazil
- Burma
- Cameroon
- Canada
- Central African Republic
- Ceylon
- Chad
- Chile
- Congo (Brazzaville)
- Cuba
- Cyprus
- Czechslovakia
- Dahomey
- Denmark
- Dominican Republic
- Finland
- France
- Gabon
- Germany, Federal Republic of
- Ghana
- Greece
- Haiti
- India
- Indonesia
- Israel
- Italy
- Jamaica
- Japan
- Kuwait
- Luxembourg
- Madagascar
- Malaya, Federation of
- Mauritania
- Netherlands, Kingdom of the
- New Zealand
- Nicaragua
- Nigeria, Federation of
- Norway
- Pakistan
- Peru
- Portugal
- Rhodesia and Nyasaland, Federation of
- Senegal
- Sierra Leone
- Spain
- South Africa
- Sweden
- Tanganyika
- Trinidad and Tobago
- Turkey
- Uganda
- United Kingdom of Great Britain and Northern Ireland
- United States of America
- Upper Volta
- Uruguay

***Note:* Contracting parties which have responsibilities for certain dependent territories apply the GATT with respect to those countries.**

II. The following 5 countries have acceded provisionally:

- Argentina
- Switzerland
- Tunisia
- United Arab Republic
- Yugoslavia

III. The following 2 countries participate in the work of the Contracting Parties under special arrangements:

- Cambodia
- Poland

IV. The following 8 newly independent countries maintain a *de facto* application of the GATT pending final decisions as to their future commercial policy:

- Algeria
- Burundi
- Congo (Leopoldville)
- Ivory Coast
- Mali
- Niger
- Rwanda
- Togo

Administering the GATT

The GATT is served by a secretariat, under the direction of an Executive Secretary. In addition to the Executive Secretary, a post held by Eric Wyndham White since the GATT was established, the secretariat has a staff numbering slightly more than 100. The majority of these people are located at GATT's headquarters in Geneva. Obviously, with a staff and a headquarters, an operating fund is a necessity. Despite GATT's vast range of activities, however, in 1962, the total budget amounted to less than $1.1 million.

Each member country contributes to this budget in proportion to its share of world trade.

brought to the attention of the entire body.

And, even if the issue is laid before the GATT, the Contracting Parties have no power to force a Member country to live up to its obligations. This is not to say, however, that there is no substance to the Agreement. Nor does it mean there are no teeth in the GATT. First, it must be recognized that no country is forced into signing the Agreement. Therefore, merely by joining, a country acknowledges its acceptance of the GATT policy of mutual cooperation for mutual advantage. Since the one begets the other, it behooves each Member country to uphold its end of the bargain.

There is another, more subtle, form of influence that operates on the country that bends the rules or fails to live up to its individual commitments: the moral suasion of more than 50 nations. From the smallest to the largest, nations today care about their international standing. As the nations of the world developed the means to communicate internationally, so they developed an appreciation of the effects of international communication and opinion.

Shape of things to come

The most important trade negotiations since those which led to the creation of GATT are scheduled to begin in 1964.

Whether or not these negotiations bring forth a host of tariff concessions and trade resolutions, their significance will not be diminished. For either the success or failure of these negotiations will determine, to a great extent, the ultimate success of the export expansion plans of the United States and the rest of the free world.

The name "Kennedy Round" has been applied to the 1964 GATT negotiating conference because the negotiations were made possible as a result of the broad new authority which President Kennedy was granted by the Trade Expansion Act of 1962.

This Act was designed to serve as the U.S. negotiating instrument in the GATT. It is the most far reaching single piece of trade legislation ever approved by the U.S. Congress. In particular, the Act empowers the President to reduce tariffs by as much as 50 percent whenever necessary to obtain trade concessions from other countries. And under certain conditions, duties may be reduced by more than 50 percent or may even be eliminated.

Bargaining techniques

During the Conference, reductions of tariff and non-tariff barriers will be negotiated on the entire range of products entering world markets. And for the first time, these negotiations will be conducted on an "across-the-board" basis.

In the past, reciprocal tariff cutting under GATT has been accomplished on the basis of product-by-product and country-by-country bargaining. It was recognized by the late 1950's, however, that this method of reducing tariffs was yielding diminishing returns, and was no longer adequate to meet the changing conditions of world trade.

Therefore, the GATT Ministers agreed at their meeting in May 1963 that future tariff negotiations would be based on a plan of linear, across-the board reductions. Thus, instead of cutting down the tariff tree a leaf at a time, the CONTRACTING PARTIES will now be sawing off whole limbs.

In the process of achieving widespread reductions in tariff and non-tariff trade barriers, it is hoped that the negotiations will provide acceptable conditions of access to world markets for agricultural products. Plans for the negotiations further stipulate that every effort will be made to reduce barriers to exports of the less developed countries.

Preparations for negotiations

Before the opening of a full-scale, major tariff negotiating conference, preparations for the conference are instituted both internationally and within the U.S.

On the international level, a whole series of meetings are held to establish the objectives and ground rules of the proposed conference. Thus, a GATT Ministerial Conference in May, 1963, set down the general guidelines for the Kennedy Round negotiations in 1964.

Foreseeing the need for prior consultations to lay out the detailed ground rules for the negotiating sessions, the Ministers also established a Trade Negotiations Committee. This Committee has the responsibility both for elaborating a trade negotiating plan and for supervising the conduct of the negotiations. Much of this Committee's time is devoted to what has been described as "tariff disparities."

U.S. negotiations plans

The extent to which the U.S. Government's negotiations reflect the majority interests of the U.S. business community depends on the business community itself.

Our trade agreements program is not —and never has been—a program of "free trade." Although more than 50% of the imports entering the United States do so duty-free, the approach to tariff rate cutting has been one of gradual reductions with procedures to protect U.S. agriculture and industry from serious injury.

There are a number of specific provisions that have been enacted to ensure this protection. Probably the most important of these are the procedures contained within the preparations for an international tariff conference.

At the heart of these preparations are the fact-finding hearings conducted by a number of Executive departments and agencies.

These hearings are conducted to establish two different types of information. The first type, which is concerned with imports, seeks to determine the effect of tariff concessions on potentially vulnerable U.S. producers. Thus, before any item is approved for negotiation, lists are prepared and published by the Tariff Commission. Known as "public lists," they contain all items that are being considered for tariff concessions by the United States. Following this, hearings are conducted by the Tariff Commission at which the views of domestic producers, exporters, importers and other interested persons are invited. These hearings are intended to gather information on the possible economic impact on individual U.S. industries and producers which might result from increased imports flowing from a reduction in tariffs.

In addition to these hearings on the effects of potential tariff concessions, the Trade Expansion Act provides that the President must give any interested person the opportunity to present his views with respect to articles on the public list and on any other matters relative to the proposed trade agreements.

The responsibility for holding these public headings is vested in the Special Representative for Trade Negotiations, Christian A. Herter. He has established the Trade Information Committee, and assigned to it the task of conducting the public hearings.

The second type of hearing seeks to develop information on the trade barriers that U.S. industrial and agricultural exports face abroad. Here, also, the Trade Information Committee has the responsibility of receiving the views of any interested person.

In addition to these formal Tariff Commission and Trade Information Committee hearings, the U.S. Commerce Department holds informal consultations with representatives of a large number of U.S. industries. The purpose of these meetings is to obtain detailed information and informed business judgments on specific tariff and non-tariff barriers affecting U.S. exports.

Through all of these public hearings

and consultations, U.S. exporters have the opportunity to provide the information which will ensure that the U.S. negotiators go to the conferences seeking the most valued trade concessions. Only through the development of full and detailed information are the U.S. negotiators able to achieve reduction of the barriers which hamper our program of export expansion and at the same time look after the interests of U.S. producers.

Swiss housewife likes U.S. merchandise

The following letter appeared in the October 19th issue of "Leben Heute," a weekly publication in Switzerland. It tells of one person's reaction to U.S. goods, their quality and price.

"Our knowledge of America is mainly based on our understanding that American products are either good and very expensive or very cheap and of very poor quality.

"And to be truthful, who among us has not received a gift blouse from America and first of all spent some time re-sewing all the buttons?

"I do not know if God Mercury in his overseas game had his kind eye on me—what did I do to come in his good graces? However, it is true that after more than five years I always have occasions to doubt this thesis of American flimsiness. We visited our daughter and her family. It was during the month of May, for a Southern State, a pleasant time of the year. The temperature did not bother us although it was much warmer than we ever experienced on the Mediterranean Coast or on a mountain hike. The number of the light-weight dresses which I had brought with me was not enough. My daughter said 'Come along, we'll go to Penney's where you can buy something cheaply.'—It was true, and I came home with a dress made from a certain type of nylon material and one of our acquaintances told me just before we returned to Europe, 'Remember what I tell you, you can't wear out that type of material.' And his prophecy always gives me the opportunity to think of him—'the dress can not be killed.'—The cost? Six dollars.

"Also my wristwatch band could not stand the heat of the State of Tennessee and gave up the ghost. The watch repair shop next to Penney's replaced it with a nylon band. Total cost one dollar. Since the day I bought the band I have worn the watch every day and it serves its purpose well. 'Why don't we have nylon wristwatch bands' I asked my watch repair man when I called on him to get my watch fixed recently. 'Nylon?' he said 'I have never heard of that before.' I saved the trouble of answering his question by holding the American product under his nose.

" 'And how long have you been wearing this one?' he asked me condescendingly. 'Over five years.'—I left behind me a broken man.

"This can happen to someone who uses this flimsy stuff from America.—Johanna Richard."

—Leben Heute

Special exhibition of U.S. goods held in Paris—almost sells out

Sale scheduled for 3-week period closes 7 days early; total value of goods purchased in U.S. about $100,000

A special sale of U.S. goods, scheduled to last for three weeks in a Paris department store, closed after only two weeks. All but 4% of the merchandise had been sold.

The exhibition, which opened at the Samaritaine Department Store Oct. 2, was set up to close Oct. 26. It closed on the 19th. Total value of goods purchased in the U.S. for the sale was roughly $100,000.

Pierre Guérin, the store's import manager, said the best selling items included the following:

Breakfast trays, which are not available in France; bouquets of dried flowers; wooden furniture of Early American style, all of which was sold during the first few days and for which firm orders were taken despite a 3- to 4-month delay in delivery, and small pieces of furniture made of gold colored welded steel wire for TV sets and phonograph records.

Also luxury items for bathrooms, such as guest soaps and bath salts packed in attractive glass containers, bath mats and seat covers to match; kitchen gadgets, such as pot and pan holders, thermos bottles and containers for picnics, insulated decanters and glasses (a novelty in France); spice containers; barbecue equipment; silver and stainless flatware; inexpensive costume jewelry; and small leather goods, including jewel cases and purses.

Paper articles popular

Also fancy paper articles, such as paper plates, napkins, tablecloths for picnics and Christmas parties; candles; household linens, such as towels, bathrobes, terry cloth tablecloths and napkins (a novelty item); plastic napkins and tablecloths; men's and women's aprons made of nylon and canvas; nylon underwear for women and children; quilted nylon men's underwear for sportswear; knitted sweaters; small electrical gadgets such as shoe polishers.

Other products, such as food and various glassware, bronze art works, plastic tableware and lamps were considered too expensive. Bourbon was not able to compete with Scotch whiskey.

The U.S. Embassy reported that the success of this sale "will certainly lead to similar development in other stores" in Paris.

2 U.S. electronic firms get contracts in Nigeria

Two American firms, RCA International and the Western Electric Company, have been awarded contracts to provide equipment and services for expansion of broadcasting and telecommunication facilities in Nigeria.

RCA International, under a recently signed $780,000 contract with the Government of Eastern Nigeria, will supply and install additional transmitting equipment for the Eastern Region television service, ENTV. Coverage, presently limited to the East's capital city of Enugu, will be extended to the heavily populated Aba-Port Harcourt area.

RCA is also providing television and short-wave radio transmitting equipment to the Nigerian Federal Government in connection with earlier contracts totaling $2.5 million.

The Western Electric Company will survey telecommunication needs in Nigeria and recommend a 10-year expansion program for the country's telecommunication system. The study, financed by a $352,000 AID contract, will cover local and long-distance telephone service as well as radio broadcasting facilities.

TRADE MISSION APPRAISAL

Swiss living standard, expanding domestic economy hold promise for U.S. consumer goods sales

Two separate markets to be explored: Wants of selective native Swiss customer and those of foreign worker with lower earning power, more modest requirements

By WALTER BUCHDAHL

Director, U.S. Consumer Goods Mission to Switzerland

WALTER BUCHDAHL

Switzerland, the country with the highest standard of living in Western Europe and a per capita gross national product of almost $2,000 as compared to $3,000 in the United States, holds promise for greater sales of U.S. consumer goods if U.S. exporters make determined efforts to capture part of this market.

This appraisal, by the Commerce Department's Consumer Goods Trade Mission just back from the land of the Alps, is based primarily on two major features in the economic structure of the country: A relatively high standard of living and a rapidly expanding domestic economy. In addition, the presence of about 800,000 foreign workers provide an active, if limited, market for lower priced goods.

U.S. consumer goods exports to Switzerland have in the past represented only a minor percentage of total U.S. exports to that country. The majority were in producers' goods, such as machinery and aircraft, and in agricultural commodities such as grains, cotton, and tobacco.

Trade Mission efforts were therefore directed mainly toward finding how to expand the comparatively small share of the United States in the domestic market for consumer goods, although frequently other commodities were discussed with interested Swiss firms or agencies and appear to have good prospects.

It should be possible in the next 2 or 3 years to boost U.S. exports of consumer goods to Switzerland by 25 to 30% over present levels, provided U.S. exporters research that market diligently and sell it vigorously and flexibly along lines indicated by individual commodity specialists of the Mission. This estimate presupposes no sudden downturn in the Swiss economy.

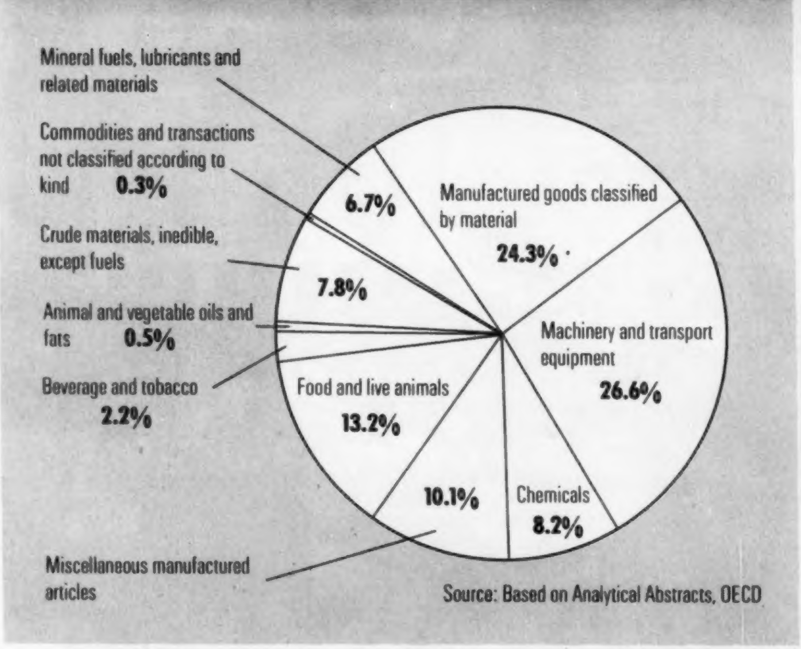
Two separate markets

One of the main findings of the Mission has been that there are actually two somewhat separate markets for consumer goods which should be explored by U.S. exporters. The first is by far the largest and comprises many types of consumer goods required by the conservative, quality-and-price-conscious and extremely selective native Swiss customer who, however is becoming less conservative, especially in the selection of wearing apparel.

The second is the market presented by foreign workers with lower earning power, whose more modest and less exacting requirements are catered to at present only by a surprisingly small number of Swiss retail enterprise. Although this market may not be very large in terms of present sales potential, it will become more important as these consumers stay on in Switzerland, settle down to family life, or, if already married, bring into Switzerland the rest of their families. As the earning capacity of this group expands, the people will naturally tend to switch to higher grade and higher-priced consumer goods.

U.S. exports directed at these two major markets are welcomed by Swiss business and Government circles, who almost unanimously state that greater availability of consumer goods will help to mitigate the inflationary pressure on the "overheated economy." In conversation

SWISS IMPORTS / 1963
BY PRINCIPAL COMMODITY GROUPS



Source: Based on Analytical Abstracts, OECD after conversation the desired effect of greater imports on the "Economie Surchaufée" was understood to the Mission.

If, therefore, there was ever a propitious time for attempts to expand and/or penetrate the Swiss market for consumer goods, it is now.

Nevertheless, the U.S. exporter should keep in mind that this is a highly competitive market. Swiss domestic industry, especially in textiles, ready-to-wear, shoes, leatherwares, household utensils, and also some small household appliances, is extremely efficient. Furthermore the proximity of Switzerland to the European Economic Community (EEC), especially the Federal Republic of Germany, holds a tremendous advantage for aggressive sales campaigns on the part of firms in the EEC. This is even more important inasmuch as Germany traditionally has been the largest supplier of Switzerland in practically every field.

Consideration should also be given to developments in the European Free Trade Association (EFTA), to which Switzerland belongs along with Austria, Denmark, Norway, Sweden, Portugal, and the United Kingdom. EFTA-produced goods eventually will be admitted to Switzerland free of import duty.

In spite of the heavy competition for the Swiss consumer's franc, the demand for and acceptance of U.S. consumer goods is great enough to open up new markets in Switzerland. U.S. manufacturers and exporters in assessing the sales potentials of that country should also consider that it is visited annually by millions of tourists.

the author

Mr. Buchdahl is Assistant to the director for Regional Affairs, European Division, Office of International Regional Economics in the Commerce Department's Bureau of International Commerce. He is responsible for problems concerning the European Common Market, Coal and Steel Community, European Free Trade Association, and other European regional arrangements. With the Department of Commerce since 1946, Mr. Buchdahl has been continually associated with European economic affairs. Dr. Buchdahl studied law and economics at the Universities of Bonn and Berlin and received his LL.D. from Erlangen.

Two hundred and fifty interviews revealed a wide interest pattern in American goods, far exceeding the announced specialization in consumer goods. The interest of Swiss businessmen in such broad categories as chemicals, special machinery, professional and scientific instruments, and automotive equipment reflects the country's efforts to increase and rationalize domestic products.

In consumer goods, wearing apparel and special apparel fabrics, food, housewares, appliances, and miscellaneous novelties were the chief items of import interest. The advanced technological development of Swiss industry was reflected in the licensing opportunities offered and sought in special machinery, precision instruments, aerosol cosmetics, and household chemicals.

The needs of Swiss business were demonstrated in inquiries for agencies and distributorships for business machines of many types, including photocopying and dictating equipment; industrial firms sought food processing and packaging equipment; food distributors sought new sources for poultry, seafood, spices, and canned foods.

The impression gained by Mission members was that chances for expansion of U.S. exports as highlighted in the following articles seem to be best in the field of specific food items and clothing. Camping, hiking, and skiing equipment stand a fairly good chance of further expansion.

SWISS CROWDS AT TRADE FAIR: Large throngs of potential consumers attend a recent sample fair, or trade fair, held at Basel. U.S.-made goods were popular.

Counters of Swiss retail shops reflect taste for U.S. goods, opportunities for suppliers

European competition keen but quality and style conscious customers create substantial market; retail sales increase

By CHARLES LEVY

S. P. Dunham & Co., Trenton, N.J.

The pattern of Swiss life is so akin to our own that it becomes immediately apparent to the observer that this country offers market opportunities for suppliers of many U.S. consumer goods.

CHARLES LEVY

Although European competition is keen, the counters of retail shops and department stores reflect Swiss tastes for U.S.-made products.

In a country which must import considerable raw materials for manufacturing as well as finished goods which it cannot itself supply, there lies a substantial market, limited in the main only by its specific local characteristics. Doing business with this highly competent and alert democracy is relatively easy.

With a population of about 5.6 million in 1962, Switzerland's imports amounted to over $3 billion.

The five principal cities range in size from 440,000 in Zurich to 126,000 in Lausanne; Geneva has 176,000, Basel 207,000, and Bern, the capital, 163,000; 42% of the population is concentrated in principal cities.

Unemployment is virtually unknown in Switzerland. In fact, it suffers from an acute labor shortage. The high employment rate has resulted in importation of labor from Italy, Spain, and Greece. In early 1963 over 33⅓% of the entire labor force provided a demand in the popular and lower price ranges which formerly were of little importance in this quality-minded market.

The age groups of the population further indicate continuing future opportunity. Only 10.4% is 65 years or over; 58.3% is in the 20–64-year bracket and 31.3% is in the 0–19-year age bracket. About 69.3% of the population speak German; 18.9%, French; 9.5% Italian; and the remainder, Romansch, Spanish, and Greek.

The gradual increase in wages, coupled with full employment and increasing incomes in general, has resulted in mild inflationary pressures—prices rose about 4% in 1962-63—which the Swiss call the "overheated economy" and which is of great concern to them. Imports kept rising, thus satisfying the greater demand created by a constant increase in population and spending power.

On the other hand, a greater demand for Swiss exports was created by economic expansion throughout Western Europe.

The gross national product increased 12% in 1962, totaling about $10.6 billion.

Foreign trade is a vital necessity for Switzerland. It must seek raw materials abroad and export its manufactured products.

Germany is the largest Swiss supplier. The U.S. furnishes about 10% of Swiss imports, ranks fourth as a supplier, and is the second largest buyer of Swiss exports.

Conditions of trade

The Swiss economy is essentially a free market economy where businessmen have traditionally avoided Government aid and are opposed to governmental controls. Instead, they have sometimes relied on private arrangements to control competition.

The Government relies on voluntary agreements and cooperation between businessmen in its efforts to limit price increases and competition for critically scarce labor. Otherwise, existence of the freedom-of-commerce concept is deeply rooted in the Swiss mind.

Switzerland has a liberal foreign trade policy. Tariffs are generally low, although the textile industry enjoys somewhat greater protection. Virtually no consumer goods items—except a few foodstuffs—require import licenses, which are easily obtainable.

There are 152 department stores with 86 branches in Switzerland. In addition, thousands of specialty stores serve the principal cities where over 42% of the population is concentrated. Small and medium retail stores have banded together to form association cooperatives or "Verbaende" which purchase merchandise in large quantities and thus make it possible to compete with department stores. The largest food chain with an annual volume of over $300 million carries, in addition to grocery assortments, a full line of general merchandise in lines and brands, in the main exclusively sold by them.

The large department stores operate through their own central buying organizations and bulk their purchases for distribution to their branch or member stores. Department store groups vary in size, the largest claiming a volume of over $100 million annually. The important stores all have N.Y. buying office affiliations and are constantly kept in touch with changing trends in the market. Retail sales, rising in the last 3 years, have increased 12% in 1962 over 1961 and 9% in the first half of 1963 over the corresponding 1962 period.

Masters of display

Throughout Switzerland, the stores' housekeeping is immaculate. The Swiss are masters of display and use few mannequins; instead they "work with wire" to create the illusion of pictures—everything seems hanging in the air by means of almost invisible wires suspending merchandise from the ceiling.

While the stores are gradually developing self-service checkout techniques, they are slow to completely change to this type of operation as we know it in the United States. Departments are well staffed. The average work week is 44 hours, with an 8 to 6:30 schedule (1¾ hours for lunch). Stores are not open evenings. Discount sellers are sparse. Price cutting is virtually unknown in department stores.

Shopping centers are in the experimental stage. Because of the compactness of the country, conventional downtown department stores still remain the hub for consumer buying. One large retail gasoline distributor is experimenting with a self-service shopping center and is planning to stock this station with self-service automotive, garden, sports, and home needs. He is planning to include a self-service restaurant on the same location. Variety rather than depth will be his consumer presentation in his first planned opening in Bern.

Most sales in Swiss department stores are for cash. There are few charge accounts and revolving credit terms are unknown. There is also little installment buying, but stores are beginning to investigate the possibilities of extending longer credit terms.

Mark ups in Swiss stores are slightly higher than conventional U.S. mark ups. Goods are clearly marked, and a one-price policy is strictly adhered to. Sales take place twice a year only and by agreement with stores throughout the country. Prices are not marked down except for 2 weeks in January and 2 weeks in July, when a special tax is levied on these sale goods. Retail prices increased by 6.1% in the 6 months prior to December 1962 and continued to rise from January to June 1963 by 2%. Quality and appearance continue to be the decisive factor in consumers' choice in spite of rising prices.

The Swiss are creative in layout and art work and particularly good at illustration. Because of the language problem and need to advertise in all language papers, the Swiss depend considerably on handbill distribution where usually one language will suffice.

Competition

West Germany is Switzerland's principal supplier of consumer goods. Nearness to the German market is an advantage not easily overcome. Consumer goods, selectively chosen from Italy, Canada, France, and England appear throughout the country.

The people are very well dressed. *Vogue* and *Harpers Bazaar* are watched for style developments. Swiss buyers (through their N.Y. offices) try to keep abreast of all changes. The Swiss fashion magazine *Elle* is to be seen everywhere.

Assortments in the Swiss stores compare with well displayed goods in U.S. stores. Demonstrations of all kinds—kitchen gadgets, household aids, personal monogramming, and the like—can be seen in all types of stores. As many as 10 demonstrations may be seen in one store at the same time.

the author

Chairman of the Board of the largest privately owned department store in Trenton, N.J., Mr. Levy purchased this 110 year-old company in 1934. After graduating from the Wharton School of Finance and Commerce, University of Pennsylvania, in 1927, Mr. Levy entered the department store field. He has broad experience in all phases of retail management, merchandising and buying. Mr. Levy spends much time with the Mutual Buying Syndicate, working with its resident offices in Europe. He is active in state and civic affairs.

Mail order business

The mail order business of the large department stores continues to increase. The largest department store has an annual volume of over $6 million in this area and is just getting started. Large well illustrated rotogravure catalogs are distributed by the large stores. Mail orders are efficiently filled on a production line basis—no later than 2 days after receipt.

The large department stores have adopted the latest office equipment and unit control facilities. Management constantly complains that present requirements have outrun capacities of the equipment, and larger specially built plants for larger capacity equipment are in planning and building stages.

U.S. Mission to Switzerland

October 12—November 16

Operated in Basel, Zurich, and Geneva. Individual members also visited selected plants and stores in Bern as well as in some of the suburban communities.

Operated 3 Business Information Centers equipped with commercial libraries in Basel, Zurich, and Geneva.

Attended and addressed 18 meetings including press interviews, meetings with Chambers of Commerce, banks, and businessmen's clubs.

Presented 250 Business Proposals submitted by U.S. firms.

Held 240 interviews with more than 300 Swiss businessmen resulting in 1,020 contacts for the 250 U.S. Business Proposals.

Imports into Switzerland are shipped direct from foreign manufacturers (some from factory to door); from stocks maintained in central or in bonded warehouses; from Swiss agents representing U.S. manufacturers who ship direct to customers; from wholesalers, who carry stock, and redistribute to retail outlets; and from central stocks of cooperatives.

Consumer needs

The Swiss, a quality-conscious people, insist on sturdy construction, with all the characteristics—such as wash and wear, sanforizing—of well made articles. Because of cooler summers and longer winters, fabrics used are generally of heavier constructions. In apparel, interest is centered on dresses of tricot and jersey, raincoats in plastic and colorful plaids, stretch pants for women, and teenage apparel in all classifications.

Lighter weight men's clothing is selling better than ever. Inexpensive neckties are in demand, as most Swiss and Italian ties are in the upper price lines. Felt hats, particularly Homburg styles, can be seen in most stores.

Home sewing is an important part of Swiss life. Large areas in all stores are devoted to the sale of piece goods for garments and home furnishings.

There is great demand for U.S. branded lines in men and womens' sportswear, sportshirts, slacks, dungarees, blue jeans, western style pants, cabana sets, pharmaceutical products, cosmetic lines, new electrical household goods, camping equipment, and sporting goods of all kinds, stationery, office machine equipment, hand power tools, and "do-it-yourself" merchandise. Other wanted items are books in 4 languages, garden tools, transistor radios, automatic record players, records—particularly Dixieland jazz band records, costume jewelry, toys, and novelties.

How to sell more

To sell more goods in Switzerland:

- Plan to visit your Department of Commerce Field Office to discuss the items you want to sell. If possible, your representative should visit the market to appraise and compare your product with foreign competition.
- Consider direct exporting rather than licensing agreements. The Swiss complain that Swiss-made products (of U.S. licensors) sometimes take on a Swiss flavor and lose their identity. If the merchandise loses the American look it loses it's special appeal.
- More goods of national brands could be stocked in bonded warehouses. Stores would then realize a larger turnover. The American brassiere and foundation garment industry has done this successfully throughout Switzerland.
- Consider selling your product through a Swiss agent; they are generally diligent, honest, and dependable. Use the Department of Commerce to make this contact.
- Investigate the services offered by freight forwarders and other companies in the export trade. There are firms equipped to perform a variety of paperwork and other services at modest cost.
- Investigate the Foreign Credit In-

surance Association plan to obtain financing assistance through commercial banks.

- Carefully consider your price structure before quoting and make comparisons with the prices of European competitors.
- Be patient: Decisions are not arrived at quickly, but once made the Swiss will be found reliable and honest.
- Your product must be well made and of sturdy construction.
- Directions, instructions for use, sizes, descriptions should be written in the language of the market for which your product is intended or overmarked with "peel off" labels.
- Wiring of electrical appliances should be made adaptable to the Swiss voltages and facility requirements.
- Fashions and patterns should be generally conservative. Sharp, extreme styles are not acceptable as a rule.
- Suggest that your purchaser set realistic mark-ups on your product. A well conceived consumer price, even at a lower mark will result in greater gross sales.
- Advertising allowances should be at least as liberal as those offered to U.S. buyers. The Swiss complain that we are not liberal enough with assistance in this direction—particularly in launching new products. Advise your purchaser of your national advertising program so he can tie in this advertising locally. Many of our national magazines reach this aggressive market.
- Credit terms should be on "open account." Many importers resent letter-of-credit purchasing. German suppliers extend regular 30-day credit terms. Excellent credit information is available through World Trade Directory reports available for the Department of Commerce, and credit insurance is available through F.C.I.A.
- Do not overwhelm importers with impossible quantity requirements. Your competitors do sell "small" quantities. Be satisfied to sell in modest quantities. Your business will grow.
- The Swiss have been irritated in the past by not receiving response to inquiries. Answer promptly and courteously.
- Plan to exhibit at European Trade fairs. European buyers visit these fairs all over the continent.

GREECE.—The Hellenic Telecommunications Organizations (OTE), Athens, is planning to purchase telephone equipment to meet requirements over the next 5 years at an estimated $25 million. Equipment includes 300,000 new lines and 400,000 telephone sets.

The OTE is expected to invite international tenders in January 1964.

PRODUCTS COMPETITIVE: Members of the U.S. Trade Mission to Switzerland who visited the department store "Jelmoli" in Zurich, found that U.S. goods which were moving were those competitive in quality.

Highly sophisticated advertising, market research techniques used in Switzerland

Chief media newspapers, magazines, trade and technical journals, direct mail, billboards, movies; radio, TV to be authorized soon

Highly sophisticated advertising and market research techniques are used extensively in Switzerland.

Basically, two types of advertising companies exist in Switzerland. The first type consists of space-brokers who have control over all the advertising of many newspapers, but also plan and carry out advertising campaigns using all media. The second is advertising consultants who do not have space to sell, but specialize in market research and the planning of advertising, merchandising, and public relations campaigns.

Market research is closely related to advertising, and a number of firms specialize in this work. A list of Swiss advertising agencies, marketing research organizations, and management and public relations counseling firms may be obtained on loan from the Office of International Trade Promotion, Department of Commerce, Washington, D.C., 20230.

Principal advertising media used in Switzerland are newspapers, magazines, trade and technical journals, direct mail, billboards, and movie theaters. Advertising on radio or TV, now prohibited, is to be authorized in the near future; however, Swiss radio and TV audiences may also be reached through German TV or radio from the Federal Republic of Germany, Luxembourg, or Italy.

Newspapers. More than 500 newspapers are published in Switzerland in three main languages—German, French, and Italian. The newspapers endeavor to appeal mainly to local, regional, or special interests. Circulation is in most cases limited to from 2,000 to 5,000, and only a few newspapers have a circulation of over 50,000. About 70 newspapers, generally distributed free of charge, are devoted exclusively to advertising and to local announcements.

Periodicals. About 200 periodicals with a total circulation of about 5 million are published in Switzerland. One-half of them are political, cultural, or religious in character and the other half are popular picture magazines.

Trade, technical publications. Some 700 to 800 trade and technical journals are published by numerous trade associations and reach a selected audience.

Direct mail. Direct mail advertising of excellent quality, usually printed in four colors, is used extensively. Circulation is aided by the efficiency of the Swiss postal services.

Outdoor publicity. Use of posters and billboards is largely a monopoly of a single company. All posters are of a standard size, 35.63 x 50.39 inches, and are placed at locations owned and chosen by the company. Another firm has the exclusive right to advertising in railway stations.

Films and slides. Advertising films are shown at the beginning of most movies in Swiss theaters. They are restricted to about 4 minutes running time, and it is a common practice to project two or three shorter films.

U.S. share of Swiss toy, game market could be expanded

Instructions should be printed in German and French; some packaging should be condensed

By MARVIN BARAB

Mattel, Inc., Hawthorne, Calif.

By paying attention to some of the specific requirements of the Swiss market for toys, the U.S. portion of that market probably could be increased significantly.

Toy stores or toy departments of a department store in Switzerland compare favorably with similar stores in the United States, except that only small portions of the goods shown are of domestic origin.

Toys from many countries are represented, primarily from Germany, France, and Italy, in that order. As in the United States, the inexpensive toys are primarily from Japan and Hong Kong.

Toys from the United States are primarily mechanical novelty items, often the same ones that are highly promoted in the United States. For preschool toys, wood products are seen more than in the United States. There appears to be a greater reluctance to accept plastic preschool toys.

Educational and scientific toys appear to be of more importance than in the United States, as indicated by the amount of space devoted to these items at the retail level and by requests from agents and representatives seeking additional U.S. items.

Model airplane and car kits of American design are well received, as are model railroads, car races, and their accessories. Export of these products can probably be further expanded by U.S. firms.

Games popular

Because of the exceptionally high level of education and literacy, games appear to be particularly popular in Switzerland but only a few from the United States are represented. Many U.S. games are not suitable unless the language portions are modified to German/French. In conjunction with possible exports to other German and French speaking countries, special game adaptations might be well received in the Swiss market. Where possible, the package wording itself should be in both German and French.

Sale of U.S. products is handicapped by the distance the goods must be shipped. The trend in the United States is to larger, more attractive packaging, giving the impression of greater value. At the same time, such packaging works to the products' disadvantage for export to Switzerland (to any European country), because of the increased bulk. In some instances it might be advisable to have special, more condensed packaging for the Swiss and other European markets, or ship the toys in bulk and have them repacked at a European distribution point.

Distribution

Distribution of toys in Switzerland is more concentrated than in the United States. The retail market is dominated by one chain with 19 retail stores throughout the country. Next in importance are the toy departments of the major department stores, followed by the smaller independent toy stores, variety stores, and drug stores.

The company with the chain of 19 stores is also quite active as a distributor to other outlets, having exclusive supplier contracts with many of them. According to an official of this company, over 60% of the higher priced toys sold in Switzerland, and over 30% of the lower priced merchandise, are sold through their own stores or through their jobbing operation.

The larger retailers prefer to import directly for their own account. The smaller outlets often find this impossible because of the required quantities and will purchase through jobbers. Several agents and manufacturers' representatives sell to both the larger retailers and to the jobbers. In practice, however, for a toy or game to be successful in Switzerland, it must be sold to the one large chain, as it controls such a significant portion of the Swiss market. As the major department stores cooperate with rather than compete with the toy specialists, it is not usually necessary to grant exclusive distribution rights.

Unique promotion

There is little of the price competition among toy stores that is so prevalent in the United States. Prices, in general, are well maintained, at quite a high level.

An interesting approach to arts and crafts is used by the leading Swiss department store. A significant portion of the department is devoted to work areas for children. Each area is set up for 10 to 15 children and is devoted to a specific craft area, with an instructor in attendance. The materials, of course, are purchased at the store. By early October, every seat is occupied every afternoon by children making Christmas presents.

Principal U.S. exports to Switzerland (1962) and Swiss tariffs

	U. S. Exports (millions of dollars) in 1962	*Swiss Tariffs (ad valorem equivalent)
Chickens fresh and frozen	6.0	9.9
Wheat	9.0	7.7
Leather	3.6	0.8-12.0
Furs dressed and dyed	4.6	0.3- 0.7
Tires	3.6	3.6- 3.8
Tobacco, unmanufactured	10.3	5.9-90.2
Raw cotton	6.7	0.06
Man-made fibers and manufactures	8.9	mostly 2.4-22.7
Nonferrous metals, including ferroalloys	5.0	mostly 0.1- 1.7 Mg. 23 A1. 30
Metal manufactures	4.5	mostly 1.9-27.5
Electrical machinery	11.0	mostly 2.4- 6.8
Radio and television apparatus and electronic components	7.0	0.9- 7.9
Office machines	7.5	2.9-15.5
Construction, excavating and mining equipment	16.8	2.8- 9.3
Industrial machinery	11.7	mostly 0.24-12.5
Aircraft	24.7	0.03-1.08
Automotive vehicles	11.1	12.8-29.6
Tractors	3.6	17.5
Pharmaceuticals	8.4	mostly 0.04- 8.6
Plastics	5.9	mostly 0.6-17.2
Synthetic collecting reagents and organic chemicals	5.9	mostly 0.15-5.32
Photographic and projection goods	5.9	mostly 2.5-11.4
Scientific and professional instruments	3.7	mostly 0.7- 6.2
Jewelry and precious metals:	9.5	mostly 0.6- 5.8

Sources: U.S. Bureau of the Census Statistics; ad valorem equivalent—Statistique Annuelle du Commerce Exterieur de la Suisse.

* Duty rates are expressed in percentages.

Swiss interest in recreation is green light for U.S. exporter; sports goods market booming

Major opportunities are for high-quality products which offer features not found in European items; suppliers should be willing to accept small orders

By **MARVIN BARAB**
Mattel, Inc.,
Hawthorne, Calif.

MARVIN BARAB

Exports of U.S. sporting goods and outdoor recreation equipment to Switzerland could be materially increased during the next few years because of the country's high standard of living, the interest of the Swiss population in sports and outdoor activities, and their insistence on quality products.

Although the potential is obvious, exports will be expanded only through active solicitation by U.S. firms who must be willing to adapt to the requirements of this small but wealthy land.

The variety of sporting goods available in Switzerland indicates that this is a sports and recreation-minded country. The market for these products is booming and apparently growing faster than the economy as a whole.

Emphasis on specific sport activities varies considerably from that in the United States, but with a few exceptions most familiar categories of sporting goods are available in Switzerland. Notable exceptions are baseball, football, and basketball as they are known in the United States.

As is true for many other categories, imported goods are readily accepted. Indeed, only a small portion of the sporting goods sold in Switzerland is domestically produced. Of total imports in this field, Germany supplies the largest portion followed by the United States, France, and Italy. Goods from U.K., Canada, Norway, Japan, Pakistan, Austria, and Australia also are found. In general, although such goods from Soviet bloc countries are often much cheaper and of acceptable quality, there is reluctance on the part of Swiss firms to sell these items.

U.S. products have already made a major impact on the Swiss market, especially skis and archery equipment, and to some extent fishing equipment. The U.S. position as a major sporting goods supplier for Switzerland is due, primarily, to the popularity of several brands of American skis. Other U.S. items contribute only a small portion of total U.S. exports of sporting goods to this country.

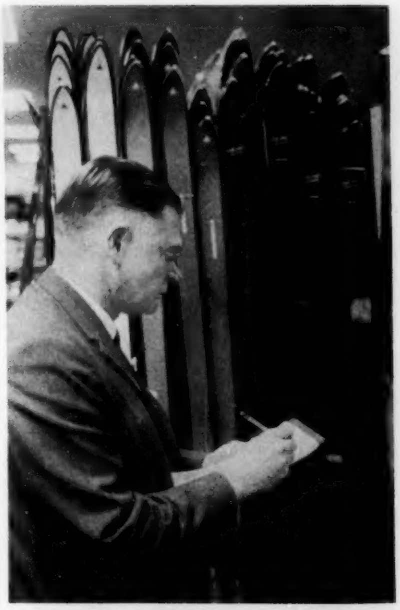
U.S. metal skis most popular

Major opportunities for export expansion are for high-quality products which have no direct competition or which offer features not ordinarily found in European products. An excellent example is the penetration American metal skis have made. Now the most popular skis available, they account for a substantial portion of total U.S. sporting goods exports to Switzerland.

At present, skiing and camping products dominate the sporting goods market in Switzerland. It is estimated that these two areas are about equal in importance; combined, they account for over 50% of the total sporting goods and outdoor recreation equipment retail volume.

the author

In addition to his position as Manager of Marketing Research for Mattel, Inc., Mr. Barab is President of Barcam Publishing Co. which compiles and publishes the "Rand McNally Campground Guide." Aside from his broad knowledge of leisure equipment, toys and sporting goods, Mr. Barab has had a continuing interest in and responsibility for market research of consumer goods. He was for several years Director of Business Research, Parker Pen Co. Mr. Barab is a member of the American Marketing Association and the American Statistical Association.



SNELL SHOPS SWISS SPORTS: Charles Snell, member of the Trade Mission to Switzerland, examines U.S.-made skis over there, finds them competitive.

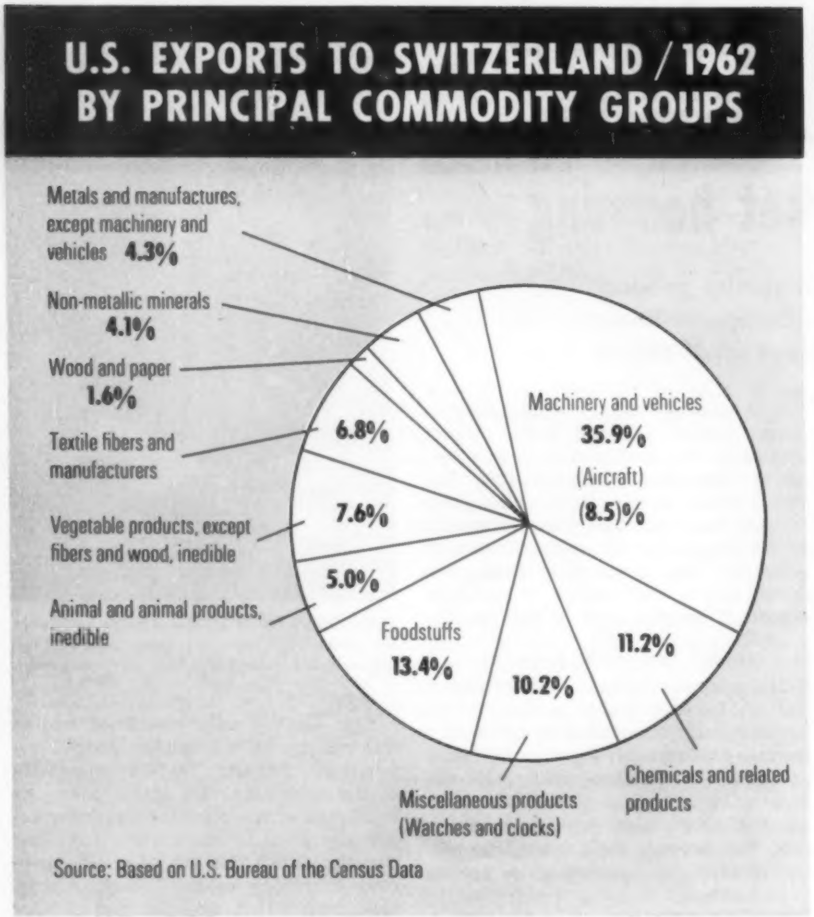
One major retailer estimated that in this country of 5.5 million people, between 600,000 and 700,000—over 10% of the population—are active skiers. An indication of the popularity and encouragement given to this activity is the fact that the Zurich city school system owns over 4,000 sets of skis which students may borrow for weekend and holiday use. During the ski season, virtually every set is in use every weekend. Good ski slopes are within a couple of hours travel from practically anywhere in Switzerland.

Camping, for many years a popular family weekend and holiday activity, is still growing rapidly. In general, vacations for Swiss workers are longer than in the United States, usually 3 weeks a year at the lower levels, increasing in length for more-important positions.

Travel camping on increase

Most retail outlets are amazingly unfamiliar with the latest American camping developments. The magnitude of the Swiss market for camping products is so great that it should no longer be ignored by U.S. manufacturers. The Swiss public, as a result of tourists primarily from Germany, is now becoming familiar with the camping tent-trailer. The U.S. tent-trailers in general are far more advanced than any made in Europe. With proper market development, Switzerland should provide a good market for these trailers.

Another American item conspicuously



U.S. EXPORTS TO SWITZERLAND / 1962 BY PRINCIPAL COMMODITY GROUPS

Source: Based on U.S. Bureau of the Census Data

absent from the Swiss market is the rapid assembly tent. True, the bulk of Swiss campers prefer the larger multiroom tents usually set up in one location for several weeks or more, but an increasing number are becoming travel campers. For this group, there are no tents similar to the rapid assembly ones found in the United States.

Down-filled sleeping bags are popular and quite inexpensive. The synthetic fill varieties are also available, but not in the style popular in the United States. The U.S. style, with the canopy, elicited great interest on the part of agents and retailers. Rubberized air mattresses imported from France and Germany are often used in conjunction with foam mattresses. Plastic air mattresses are rarely used.

Camping stoves, lanterns and heaters are operated from bottled gas rather than gasoline. These appliances, usually imported from France, are quite modern looking and come in many varieties. Little opportunity in this field seems likely, unless U.S. manufacturers offer products with demonstrable advantages, including price, over those available from France.

Archery, although not yet a major activity in this land of William Tell, is showing a healthy growth, with most of the equipment coming from the United States. Further efforts in this area might well increase U.S. exports. Indoor archery lanes, now becoming popular in the United States, have not yet appeared in Switzerland.

Potential for golf supplies

Golf, still a limited activity in Switzerland, could show greater growth in forthcoming years, to the benefit of U.S. exporters who now supply the bulk of Swiss imports of golfing supplies. Before a substantial volume business can develop, however, more golf courses will have to be established in this country where land is expensive. Most existing courses belong to the more luxurious hotels for tourists or to private clubs where the membership rates are high and the waiting lists long. Switzerland would appear to be an excellent market for the "Par 3", or compact golf courses which are now appearing in the more populous areas of the United States.

Licensing and exporting of equipment for these courses, as well as the resulting demand for personal golf equipment, could yield substantial dollar exports.

Bowling was introduced to Switzerland (in Geneva) relatively recently, and prospects look promising. Plans are underway for expansion into other Swiss urban markets. Thus, the market for bowling equipment—balls, bags, and shoes—should materially increase.

Although Switzerland has many mountain streams, rivers, and lakes, fishing is not as popular as in the United States. Growing in importance, however, it does provide a definite export possibility. U.S. fishing lines, fishing rods, and lures can already be found in this country, but distribution is spotty. Fiberglass rod blanks are sought for finishing domestically. Most fishing equipment is imported from France, Germany, and the United States; some items, including rods and reels, are produced domestically.

Interest in U.S. boats

Interest has been growing in boating, as well as in all types of U.S. pleasure boats. Many inquiries were received by the Mission, concerning both importing boats and licensing of U.S. products. In general, the interest centers around smaller runabouts and boats up to 16 feet. Similarly, there is definite interest in boating and marine accessories, including hardware and life preservers.

Sailing, long a popular recreation in Switzerland, is expanding rapidly. Water skiing, scuba, and similar water activities have recently shown strong growth. Most scuba products are imported from Italy, France, and Germany. There might be a possibility for U.S. exports of the latest in scuba developments.

A wide selection of tennis products is available in Switzerland, including cheaper products from Pakistan as well as better quality items produced in the U.K. The better rackets are imported but strung locally.

Distribution patterns

The typical sporting goods store in Switzerland bears little resemblance to sporting goods stores in the United States. Swiss stores are usually far more specialized. Thus, one finds stores specializing in fishing equipment, in hunting equipment, and in skiing and camping equipment. Few stores carry any variety of golfing products; these products are handled almost exclusively by golf course professionals. There is practically no price competition between retail outlets.

The so-called sporting goods stores place almost as much emphasis upon clothes for sports as upon the actual sporting equipment. As much or more space, for example, will be devoted to ski jackets, slacks, and other sporting clothes as to skis and related equipment.

The closest thing to a typical American sporting goods store would be the sporting goods department of major department stores. In these stores, all sporting goods are usually coordinated into one department. Even here, however, hunting products will not be found; guns, rifles, and related equipment are the exclusive province of the specialists.

In general, the variety of different products within any given category is far wider than would traditionally be found in the United States. A multitude of brands from each major producing country is represented. The typical sporting goods dealer feels that he must offer the full variety to his customers, or they will go to a competing store, or even to a neighboring country to find what they want.

Retailers often feel that their personnel are all experts in their respective fields and must know as much or more than any of their customers. As a result, self-service selling for these products is slow in coming. There is some evidence of it, however, in the department stores, particularly for the lower priced merchandise.

The larger department stores, department store groups, and larger independent stores prefer to import or purchase directly from manufacturing sources, whenever possible. Because of the wide range of products that most stores carry, however, there is a strong reliance upon the top two general and five or six specialized wholesaling firms.

Hints to potential exporter

The market for sporting goods and outdoor recreational products in Switzerland is an extremely high-quality one; it is improbable that the lower priced promotional goods will find a satisfactory market.

A complaint often registered by Swiss firms is that U.S. manufacturers too often require minimum order quantities which are too large for most Swiss firms, especially for initial orders. In general, most Swiss firms wish to place relatively small initial orders, to test the local market and to confirm transportation and customs charges. Too often American manufacturers are not willing to accommodate these small initial orders and many times do not show the Swiss customers the courtesy of a reply. Unfortunately, this often discourages further inquiries by the Swiss businessmen.

To whatever extent possible, the U.S. firm should have a local representative or agent, unless the firm is able to grant exclusive rights to one distributor or buying group. Switzerland, centrally located, can often be the base for an agent or representative servicing not only Switzerland, but also adjacent countries, particularly France, Austria, Germany, and Italy.

Whenever written instructions are necessary for a product, it is important that they be furnished in both German and French, the two major languages for Switzerland. Lack of such instructions necessarily limits the potential of any item in this country, even though many people speak and read English.

Swiss market good for U.S. exporter of foodstuffs

Best approach is contact with buying organizations

By JOSEPH B. HALL

Kroger Co., Cincinnati, Ohio

Switzerland is small compared with other European countries, but its economy is sound and booming.

The high standard of living, the absence of unemployment, the new foreign element in the working class, the gradual change to U.S. methods of merchandising all make this an attractive market for the U.S. food manufacturer and exporter. Because of the extreme competitiveness of the Swiss market, however, only an aggressive sales campaign by U.S. producers or exporters will bring results.

JOSEPH B. HALL

The country, with its booming economy, is not self-sufficient in food. About one-third of its food requirements are imported. Of total imports, food represents 15%—$500 million in 1962. Much of this food is imported from neighboring countries.

Food prices are high, except for fresh fruits and vegetables in season. Meats are especially high—an opportunity for U.S. exporters of canned meats. Food retail sales annually exceed $1.5 billion.

IOWA LAWNMOWER: A lawnmower, powered by an engine made in Iowa, is inspected by members of the Swiss Trade Mission in a large Zurich store.

Foodstuffs are distributed through the following outlets:

Retail group, end of 1959	Total stores	Self-serve
Private retailers affiliated with bulk purchasing organizations		
Usego	4,310	134
Alro	4,200	119
Kolonial E. G.	1,120	28
Liga-Einkaufsvereinigung	535	10
Schweiz. Handelsgesellschaft (S.H.G.)	558	17
Chainstore undertakings		
Union of Swiss Consumers Societies (V.S.K.)	3,250	610
Migros Cooperatives	367	335
Verband Ostschweizerischer Landwirtschaftlicher Genossenschaften	600	—
Konsum Dennér, Zurich	207	35
Konsum Verein, Zurich	184	48
Merkur (coffee specialist)	192	—
Simon A.G.	109	5
Waren-Giro Genossenschaft, Zurich	44	20
Kaisers Kaffee-Geschaft A.G. Basle	92	1
Other small chain-store businesses	50	6
Private retailers (estimated)	4,850	70
Total	20,668	1,438

Source: Survey by Sweda-Registrierkassen A.G., Zurich.

The two large cooperatives, V.S.K. and Migros, accounted in 1962 for al-

Market profile—Switzerland

Switzerland: A Federal Republic of 22 sovereign cantons. Landlocked, situated in the heart of Europe, mostly mountainous. Capital is Bern with population of 166,100; largest city and commercial center, Zurich with population of 439,600.

Geography: Area of 15,944 square miles (about twice the size of New Jersey). Principal mineral production in 1961, cement (3.6 million tons) and salt.

Population: Mid-year 1962, 5.6 million of whom 2.7 million were employed. No unemployment.

Income: One of the highest standards of living in Europe; GNP about $10.6 billion in 1962; $1,888 per capita ($2,974 in U.S.).

Agriculture: Well developed dairying and stock raising (3.1 million metric tons of milk produced in 1962); 69 million pounds of cheese and 21 million pounds of chocolate were exported in 1962. Principal crops which do not cover domestic requirements: Potatoes, bread, and feed grains.

Industry: Highly developed. Principal industries: Machinery, watches, instruments, chemicals and pharmaceuticals, and textiles.

Transportation: Railroads, 98% electrified, carried 4.6 billion passenger-kilometers and 7.8 billion ton-kilometers in 1962. Airlines carried 1.6 billion passenger-kilometers in 1962.

Finance: Currency is the Swiss franc (4.33 to $1). Foreign exchange and gold reserves at end of January 1963, $2.6 billion. Important contributions from tourism, international banking, and insurance income.

Exports: Total exports, 1962, $2.2 billion: To Europe, $1.4 billion; to U.S., $212 million—wrist watches and clocks $66 million, machinery and vehicles $40 million, textiles $29 million.

Imports: Total imports, 1962, $3 billion: From Europe, $2.3 billion; from U.S., $294 million—machinery and vehicles $117 million, chemicals $5.1 million, textiles $19 million.

Conditions of trade: As member of European Free Trade Association, Switzerland grants other EFTA members 50% tariff reduction on industrial products. Next 10% reduction scheduled for December 31, 1963. Liberal foreign trade policy, with import quotas for a number of agricultural products.

most one-third of the total food sales in Switzerland and for almost two-thirds of the self-service stores. These cooperatives maintain aggressive buying organizations.

Many wholesalers sell through voluntary chain organizations. Independent retailers account for about 65-70% of total food sales. There are few corporate chain food stores. The independent retailers buy from wholesalers, although there is some direct store selling by producers. Separate wholesalers handle dry groceries, meat, fresh fruits and vegetables.

Swing to self-service

There has been a rapid swing in recent years to self-service stores. The average size of self-service stores in 1959 was 1,400 sq. ft. as these represented conversions of existing small food stores. Land values are high, and apparently the cost of buying properties and demolishing buildings for retail food store sites is prohibitive.

Most stores are in densely populated areas. The number of automobiles, the narrow streets, and the high cost of land have retarded development of supermarkets as we know them in the United States. There are a few, with areas ranging from 7,000 to 14,000 sq. ft. for food, and these appear to be successful.

There is only one shopping center in Switzerland, as far as the Mission could learn. Located in Geneva, it contains two good sized self-service food stores with sizeable non-food departments. A branch department store is also under construction, and there are several smaller shops. Parking for 500 cars is provided. Other shopping centers are planned.

The small size of most food stores limits the variety of products handled. There are usually only a few brands within each category of canned food. There are competing brands of soap and cleansers. Swiss, Danish, and U.S. frozen poultry are displayed.

Limited space in most stores makes it difficult for the U.S. exporter to establish competing lines in the small retail independent outlets. However, the large cooperatives and wholesalers do present good selling opportunities as they are looking for lower cost items. One of the cooperatives will handle import items only if it has the exclusive sale for the products throughout Switzerland.

Newspapers are not too effective for advertising in the food field, as they are localized and appeal mainly to ethnic groups. Handbills are in general use, and many include coupons comparable to sales promotion in the United States. The large cooperatives which send out regular mailings to their members, use coupons, and in some instances stamps and other merchandising devices.

Market for specific items

Specific products which would have appeal in Switzerland are: Vegetable and animal fats and oils, which should be shipped in bulk for packaging in Switzerland; rice; dog and cat foods; frozen turkeys and ducks; canned meats, corned beef, and other meat specialties. High-priced food specialties, especially canned food, would have an advantage as import duties are based on weight. There should be an opportunity for quality toilet tissue, as the quality generally is poorer than in the United States.

The best approach for the U.S. exporter of food is to communicate with the buying organizations of the cooperatives and large wholesalers who dominate the field, quoting wherever possible c.i.f. prices. Products should be packaged in terms of the European metric system. They should be marked, even where not required by Swiss law, as coming from the United States, as U.S. foodstuffs are considered a status symbol. Instructions should be printed in the language of the area.

the author

Mr. Hall is Chairman of the Board and Chief Executive Officer of the Kroger Co. with which he has been associated since 1931, becoming its President in 1946. He has broad knowledge and experience in the procurement, packaging, processing, manufacturing, distribution, and merchandising of fresh and packaged foods. Mr. Hall is Chairman of the Board, Federal Reserve Bank of Cleveland, and on the Boards of Directors of the Armco Steel Corp., Goodyear Tire & Rubber Co., and Champion Papers, Inc., among others.

Selected large, small U.S. appliances finding acceptance in Switzerland

Less than 50% of Swiss homes have refrigerators; few have dishwashers, freezers; market growing for TV, tape recorders; labor shortage spurs desire for work-saving devices

the author

Mr. Wurtzel is President of his company, which specializes in the sale of home appliances, radios, and television. He was for many years President of Packing Products Co. of New York, dealing in housewares, packing materials, textiles, among others. He traveled abroad extensively, forming branches and subsidiary operations overseas.

Mr. Wurtzel is a Director of the National Appliance and Radio-Television Dealers Association. He is a lecturer at the Institute of Management, American University, on merchandising techniques and marketing.

By SAMUEL S. WURTZEL
Wards Company, Richmond, Va.

The Swiss market offers favorable opportunities for export of selected U.S. major and small appliances.

SAMUEL S. WURTZEL

Rapidly increasing incomes and the shortage of labor makes the use of labor-saving devices more and more desirable.

Although some gas is used for cooking, electricity is the popular source of power. It is believed that there will be no appreciable market for U.S. gas appliances in Switzerland.

The Swiss are meticulous in their production of domestic merchandise and expect top quality in imported goods. At the same time, they are extremely experienced in obtaining good value for their money.

The electrical current predominantly used throughout Switzerland is 3 phase, alternating 220/380 volts, 50 cycle. Electrical plugs in use are different from those in the United States and manufacturers intending to enter the market will need to modify their products to conform.

The standard module for kitchen equipment is 21½ inches wide by 23½ inches deep. Heights vary from 33½ to 35½ inches.

Before introducing a new appliance on the Swiss market, one unit must be submitted for approval of quality and safety to the Swiss Electrotechnical Association (Schweizerischer Electrotechnisher Verein, 301 Seefeldstrasse, Zurich). Specific information regarding standards and safety requirements may be obtained from that organization or from the Association of Importers of Electrical Apparatus (Vereinigung Schweizerischer Importeure Electrischer Apparate, 39 Bahnhofstrasse, Zurich 1.

Refrigerators, freezers

Less than 50% of the homes in Switzerland have refrigerators. As the most popular size in current use is 3½ to 4 cubic feet, these will become more and more inadequate as buying habits change and the use of frozen foods increases. At present, an insignificant number of large refrigerators are sold by the major U.S. companies.

Development of self-service supermarkets and rapidly increasing use of frozen foods indicates a sizable market potential for larger refrigerator units with freezers. As more housewives enter the labor market, their habit of shopping daily for food must change and the need for larger refrigerators will be apparent.

Small refrigerators are manufactured locally. Imports are from West Germany, France, Sweden, England, Italy; a few are from U.S. companies, most of them manufactured in Europe. U.S.-made refrigerators are not designed to provide space for the tall one-liter bottle that is customarily in use in Switzerland.

Few freezers are in use in the country, but a market for this item will surely develop. Small-size units are likely to have the strongest sales potential, because of the limited space in homes. Some small units are being manufactured in Switzerland; imports come primarily from Germany and some from France and Italy. A few are imported from U.S. companies manufacturing in Europe.

Other household appliances

Some dishwashers are being sold, but the market is virtually untapped. Several U.S. brands are being offered, but the most popular are the Swiss, of which there are 5 or 6 makes.

Less than 25% of the homes have automatic or semiautomatic washing machines. This market is expanding rapidly now, and the volume of sales should in-

LIMITED VARIETY: The small size of most food stores in Switzerland limits the variety of products and few food stores carry a stock such as shown in this large department store visited by the Mission.

SWISS STORE DISPLAYS: The U.S. Trade Mission to Switzerland found that attractive store displays often replace extensive TV, radio, and newspaper advertising. Photo was taken in Jelmoli store, Zurich.

crease each year. Automatic washers are manufactured locally. Imports are primarily from West Germany, with a small number from other European countries. Swiss brands are the most popular.

Because of the lack of large hot water heaters in homes, 90% of the automatic washers have heating elements in them to raise the water temperature to a range of from 40° to 95° centigrade or 104° to 204° Fahrenheit. Most machines have a control that permits selection of water temperature to suit the type of fabric to be washed. Heating elements vary from 5,000 to 7,500 watts.

The market is not large for clothes dryers at present, and development is expected to be slow. A few are imported from U.S. companies manufacturing in European plants and some from West Germany. Dryers are also manufactured in Switzerland.

TV market growing

Both electric and gas ranges are manufactured locally. While there are some imports from West Germany and a minor number from other European sources, the Swiss makes are the most popular.

The TV market is growing and U.S.-made products have excellent acceptance. West German, Dutch, and Japanese manufacturers dominate the market. Sales of television sets are currently estimated to be about 7,000 units a month.

There is a big demand for tape recorders for both high fidelity music reproduction and low-priced transistorized or electrical units. Japan and West Germany are the dominant suppliers in the market. Some high-quality U.S. units are sold here, but the market for U.S. tape recorders could be substantially increased through a thorough study and effort by U.S. manufacturers.

Hi-fidelity components

Hi-fidelity components offer an excellent undeveloped market. The reputation of U.S. manufacturers in this field indicates an acceptance that could provide a good opportunity for U.S. manufacturers.

Some U.S. small electric appliances are sold here; however, the market for imported items is limited, as a variety are manufactured locally. Some are imported from West Germany. Expansion of U.S. exports will depend on their newness and the willingness of U.S. manufacturers to produce them with Swiss electrical requirements.

Credit is not merchandised at all. Credit is obtainable—but only with effort—and is severely limited. A strong effort to merchandise credit would expand the market for major appliances.

Typical retail prices in the market are as follows: Single-door refrigerators with dial defrost, 3½ to 4 cu. ft., $150-$190; 6 cu. ft., $210-$225; 11½ cu. ft., $350-$425.

Double-door refrigerators, completely frost-free, 13 cu. ft., $950.

Upright freezers with dial defrost, 8 cu. ft., $350; 15 cu. ft., $600.

Undercounter automatic dishwashers, $600; automatic clothes-washing machines, $400 to $600.

Television 19-inch thin portables, $300-$350; 23-inch table models, $400-$450.

Electric floor-polishers, twin-brush, $80.

Surging U.S. output leads rising world steel production

All major producers except ECSC share in general global advance

Bolstered by the highest U.S. production level in 6 years, world steel output for the first 9 months of 1963 set a new record of approximately 302 million net tons. The previous 9-month record, 284 million tons, was established a year ago.

Accounting for about one-half of the increase in the world total, U.S. production was 83.5 million tons, a 12% boost over the January-September level of 1962, according to the Department of Commerce's Business and Defense Services Administration (BDSA). The U.S. share of world output has risen to 27.7% from 26.2% a year ago.

U.S. production this year is expected to approximate 108 million tons, for the highest mark since the 1957 total of 112.7 million. The all-time record was 117 million tons in 1955.

The USSR also registered a gain, with output totaling 65.7 million tons. This was an increase of 5.5% over a year ago, accounted for 21.8% of world output.

Production of steel ingots in the European Coal and Steel Community fell to 59.9 million tons—300,000 tons less than the previous year. Increases in France, Italy and the Benelux countries, were more than offset by the 1.5 million ton decline in West German steel production.

Steel output in Japan and the United Kingdom, fourth and fifth largest world steel producers, respectively, also increased in the first 9 months of 1963. Japanese output increased 8.5% to 24.8 million tons; the United Kingdom increased 3.8% to 17.9 million tons.

Canada continued her rapid surge in steel output, with production for the first 3 quarters of 1963 totaling 6 million tons, up 13.3% from 1962.

President, in one of last acts, exhorted NFTC convention to lead global trade campaign

Letter read at banquet recalled his grandfather's role 50 years ago at founding of national organization

By STANLEY LICHTENSTEIN
Staff Writer

One of President Kennedy's last acts in office—just a few days before his tragic death at the hands of an assassin—was to send a letter to the more than 2,000 delegates to the 50th National Foreign Trade Convention in New York City. His message said, in effect: "Congratulations—and don't rest on your laurels!"

The letter, read to the close-of-convention banquet gathering by NFTC Chairman E. S. Hoglund, concluded:

"I am proud of the fact that my grandfather participated in the First National Foreign Trade Conference as Mayor of Boston. However, his comment of 50 years ago that 'The awakening to modern export methods is not yet general enough' must be matched against the fact that today only 5 to 10% of America's manufacturers are engaged in exporting. This situation must be improved and I look to the National Foreign Trade Council to help provide the leadership, enterprise, and enthusiasm needed to make the change quick and decisive."

Taking up Mr. Kennedy's theme as he delivered the principal address at the World Trade Dinner was the Honorable Christian A. Herter, the President's Special Representative for Trade Negotiations, who said:

"The decisive test we face between now and your next meeting is the GATT (General Agreement on Tariffs and Trade) negotiations opening next year. If we can meet this test successfully, the danger of a rapid reversion to nationalism, of which Mr. (Arthur K.) Watson warned (INTERNATIONAL COMMERCE, November 25, p. 6), can be averted. . . ."

Observing that headlines have tended to focus public attention on the Common Market to the exclusion of other areas also vitally important to the United States and to the Common Market itself, Mr. Herter urged his listeners to join nearly 1,000 witnesses who had already asked to attend dual public hearings by the Tariff Commission and the Trade Information Committee beginning December 2. He described the hearings as "explicitly designed to obtain the experiences of American producers and traders and their recommendations for the course ahead."

The President's trade negotiator listed 6 "key problems" requiring solution in the coming year: agriculture, tariff disparities, non-tariff barriers, the extent of exceptions from the negotiations, the role of countries with special problems, and the depth of the final fixed-tariff cut.

Successful negotiations, he continued, are "musts" in both economic and political terms—because failure would mean that "the tariff gap between EEC (European Economic Community) and EFTA (European Free Trade Association) will widen and deepen, splitting Europe in two . . . (with) outside suppliers . . . at an increasing disadvantage in the EEC and EFTA markets."

Convention's second half

The convention's wide scope—and the fact that it was still in session when last week's INTERNATIONAL COMMERCE went to press—left much "unfinished business" for the magazine, including these events, briefly summarized here:

Japanese Ambassador Ryuji Takeuchi's address at Asia Luncheon. The Ambassador said that effective aid to developing nations must be tied in with "an expanding economic cycle" for which three things are essential: "an expansion of markets not only for primary products but also for manufactured products; an increase in imports of capital goods; and, most important of all, raising the levels of technical skills." He contended that creation of purchasing power currently must be sought in the increase of agricultural income. Advanced nations, he urged, should relax quota and tariff import restrictions in order to "transfer their markets for labor-intensive industries (such as textiles, for example), at least in part to the developing countries." They could then increase their concentration "on highly sophisticated technology, while the developing countries could direct their energies to labor-intensive industries."

Not only is Japan the United States' "largest overseas market," Mr. Takeuchi observed, but "the United States may well anticipate an export market of at least $3 billion in Japan as early as 1967-68."

Liberian Ambassador S. Edward Peal's address to final general session. Mr. Peal said the climate for private business is "becoming more and more congenial in most of Africa" because many of the newer states have emulated Liberia's "Open Door Policy" of granting tax exemptions, unimpeded flow of capital, dividends and profits, assurances against confiscatory taxation or appropriation, and public-private partnership in natural resources development. The continent's resources, regional diversity of climate, soil and skills, and its growth prospects, he continued, are good, with the larger trading nations importing less food each year and using scarce foreign exchange to import mining and manufacturing machinery, transportation equipment, and other capital goods. Vitally needed, the Ambassador said, are preinvestment and venture investment.

Europe Luncheon address by Edward Du Cann, Minister of State, British Board of Trade. Britain and the United States, Mr. du Cann held, have "two basic interests in common; first, the continued expansion of world trade by the reduction or elimination of existing barriers; second, the maintenance of an adequate world payments system." He advanced his admittedly controversial view "that the United States' and the United Kingdom's future lies logically in making products of advanced technology, products of capital-intensive industries and products of a kind demanded by an affluent society on a large scale, but not in demand to such an extent outside our countries as to make it profitable to build up a local industry."

On the question of international liquidity, Mr. du Cann observed: "World liquidity has been for several years increased by the outflow of U.S. dollars. . . . The dollar and sterling cannot go on adding indefinitely to the world's reserves. Yet . . . there are good reasons for thinking that the free world's need for liquidity will grow during the next decade. . . . There must be dangers if at any time any particular country, finding itself in balance of payments difficulties, does not adopt measures which do the least possible harm to the rest of the world. This, as we see it, is the policy of the United States and it has not gone unremarked among your friends in the free world."

Helmsman of Farrell Lines receives 26th Dollar Award at Foreign Trade Convention

Presentation made at World Trade Dinner concluding golden-anniversary observance at Waldorf-Astoria

James A. Farrell, Jr., president of Farrell Lines, Inc., on November 20 became the 26th American to receive the Captain Robert Dollar Memorial Award for distinguished contribution to the advancement of American foreign trade.

The presentation was made at the World Trade Dinner which concluded the 50th National Foreign Trade Convention in New York. Marshall E. Young, award committee chairman for the National Foreign Trade Council and vice president of the Monsanto Chemical Co., St. Louis, recalled the Dollar Award's origin nearly a quarter of a century earlier and discussed its significance for 1963. He said:

"Created in 1937 by the Dollar family of San Francisco, through the late R. Stanley Dollar, this award honors one of the great pioneers of America's 20th-century expansion in world commerce. For all of us who are fellow workers in foreign trade, the high distinction symbolized in this award has grown through the years. . . .

"On this Fiftieth Anniversary of the National Foreign Trade Convention, and of the National Foreign Trade Council, the presentation of this award . . . shows an undiminished and impelling concern with still further expansion in America's trading horizons in the years ahead. It reaffirms the faith of the founders of the National Foreign Trade Council and our faith in the resourcefulness and power of the United States—of American private enterprise—to create even wider opportunities for the advancement of our nation's foreign commerce."

Pioneer

Of this year's award recipient, Mr. Young observed:

"As co-founder and president of Farrell Lines since 1925, Mr. Farrell has been a pioneer in building ever-broadening commercial ties between the African Continent and the United States. Under his energetic leadership, Farrell Lines has grown with and contributed to the economic progress of West, South, and East Africa. With profound faith in the future of Africa as a trading area, Farrell Lines has made a truly distinguished contribution to international trade, communications, and understanding. . . .

HONORED: James A. Farrell, Jr., president of Farrell Lines, Inc., receives 1963 Captain Robert Dollar Award. Gold plaque is handed him by Marshall Young, Monsanto Chemical Co. executive.

"As a director and trustee of numerous organizations for the advancement of American shipping and commerce, Mr. Farrell has worked with great energy, experience, and foresight for the advancement of the American merchant marine. In 1962-63 he served as chairman of the Committee of American Steamship Lines. It seems especially fitting . . . that we honor a man born to the traditions of the sea and of merchant shipping, a man of proven industry and skill in building a record-breaking fleet from small beginnings, . . . a man unafraid of competition and possessed with a shrewd Yankee trading insight for expanding cargoes and trade opportunities."

In accepting the award, Mr. Farrell recalled the close friendship of his father (recipient of the second Dollar Award in 1939) and Capt. Robert Dollar. The Captain, Mr. Farrell said, was "perhaps the first American shipowner who ardently believed in trade promotion and possibly in this respect I have attempted to emulate him."

Previous Dollar Award winners were: Cordell Hull, 1938; James A. Farrell, Sr., 1939; Thomas J. Watson, 1940; Eugene P. Thomas, 1941; Sumner Welles, 1942; Juan T. Trippe, 1943; Eric A. Johnston, 1944; Fred I. Kent, 1945; William L. Clayton, 1946; John Abbink, 1947; Robert F. Loree, 1948; Christian A. Herter, 1949; Paul G. Hoffman, 1950; James A. Farley, 1951; Edward Riley, 1952; Eugene Holman, 1953; Clarence B. Randall, 1964; George W. Wolf, 1955; William S. Swingle, 1956; Howard C. Sheperd, 1957; W. Rogers Herod, 1958; Samuel C. Waugh, 1959; Henry W. Balgooyen, 1960; J. Peter Grace, 1961, and William E. Knox, 1962.

Aid-backed exports near $240 million

Nearly $240 million in foreign sales generated through U.S. economic aid financing were traced to production in 47 states during the first 10 months of 1963, according to the Agency for International Development.

The total includes $24,855,931 in orders for American firms recorded by the Agency during October. October production was paced by 8 states with more than $1 million each during the month—Illinois, Pennsylvania, Ohio, Michigan, Tennessee, Maryland, New York, and Florida.

Development loans

The purchases by developing Free World countries are made possible by U.S. development loans or other economic assistance. Procurement, limited largely to American sources, takes place generally through normal commercial channels in competitive bidding procedures assisted by AID's Office of Small Business.

While the U.S. production figures are sufficient to show the geographic impact of foreign aid orders, the Agency pointed out that the total—from an initial reporting based only on letter-of-credit transactions over $10,000 and goods traceable to state of production—represents approximately only half of all AID-financed exports from the U.S.

NFTC convention declaration offers navigation chart to government, trade leaders

Eighteen-point policy statement unanimously adopted at golden-anniversary celebration held in New York City

An 18-point "course" for the full-sailed merchant ship symbolizing U.S. world trade was charted by the 50th National Foreign Trade Convention, meeting in New York City (INTERNATIONAL COMMERCE, November 25, pages 2-9). Highlights of the unanimously adopted policy declaration included:

Balance of Payments. "Improvement in our balance of payments will depend first of all on what we do to strengthen the competitive capability and performance of our own economy and to stimulate individual effort and enterprise. . . . This means . . . at this time in particular the utmost economy in government coupled with sound fiscal policy directed toward unleashing latent productive forces within the economy.

"The Convention commends the Government for having placed its principal reliance on measures to raise the level of our international receipts and to curb excessive or unessential U.S. expenditures abroad, and for resisting suggestions to impose restrictive controls on imports and on capital investment. The Convention firmly believes that balance can and must be restored without resort to the drastic measures of devaluation or exchange control and in a way which will expand rather than constrict world trade. It opposes as unwarranted and self-defeating any move to restrict, whether in the form of governmental controls or punitive taxation, either imports or the free flow of business capital.

"The Convention urges that the Government press vigorously and rapidly forward with such positive measures as are embodied in its export promotion program. . . . More should be done to encourage the general use of American flag transportation and insurance facilities . . . ; efforts to attract foreign tourists should be further intensified; . . . the Government should continue to scrutinize rigorously the extent and ultimate effectiveness of its aid funds; and . . . it should seize every opportunity to institute additional economies in overseas outlays for military and other purposes."

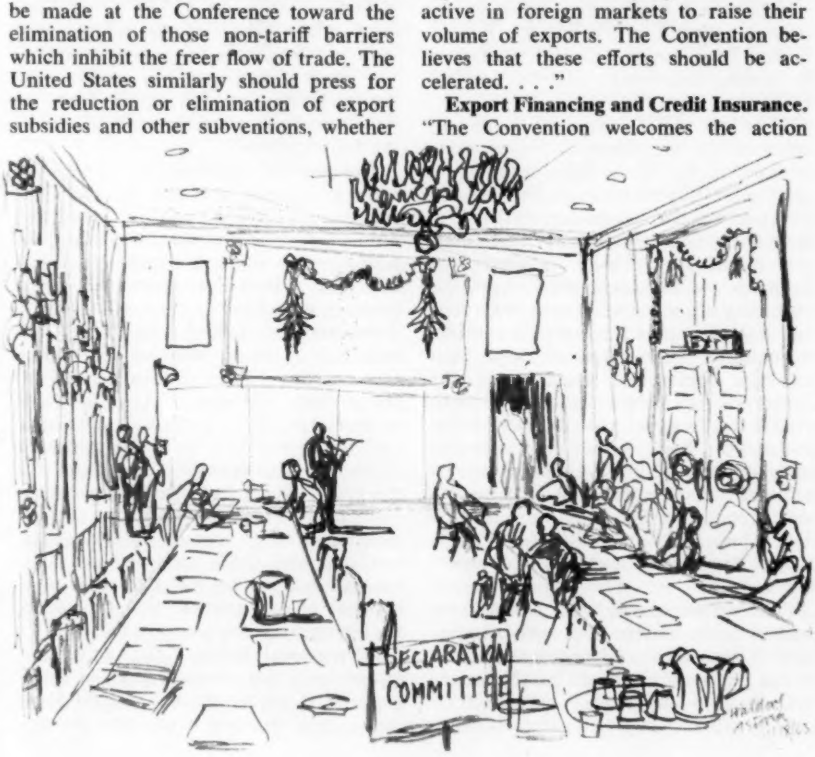
Foreign Trade Policy. "In using the broad negotiating powers conferred by the Trade Expansion Act of 1962, great and continuing care must be taken at the (GATT) Conference by our Government that real economic advantages are the paramount consideration; that the interest and well-being of American industry as a whole is taken into full account; and that all agreements entered into are in fact reciprocal. . . . The Convention cautions . . . against overemphasis in seeking concessions for any one class of exports at the expense of obtaining only minor adjustments in the tariffs on other classes of exports. . . .

"The Convention is especially pleased to note that concerted efforts are also to be made at the Conference toward the elimination of those non-tariff barriers which inhibit the freer flow of trade. The United States similarly should press for the reduction or elimination of export subsidies and other subventions, whether openly applied or concealed. It should also seek to negotiate mutual policies designed to prevent dumping and to establish uniformity in the application of most-favored-nation treatment. . . . The United States should have available at all stages of negotiation the best-informed advice from qualified business representatives."

Export Trade Promotion. "The Convention . . . applauds the initiative taken by the Government in convening the White House Conference on Export Expansion and in seeking the advice and assistance of the business community. . . . In particular, recognizing the manifold benefits already being derived therefrom, the Convention supports the establishment of additional U.S. Trade Centers abroad, continued joint participation in commercial trade fairs overseas and the further sponsorship of trade missions. It also recommends that the commercial staffs at Embassy and major consular posts be upgraded and strengthened, and enlarged as market conditions warrant. . . .

"The Convention commends the contribution being made by the regional export expansion councils, the field offices of the U.S. Department of Commerce, and by the governments of many of the States working through industry toward encouraging additional firms to enter the export field and in helping those already active in foreign markets to raise their volume of exports. The Convention believes that these efforts should be accelerated. . . ."

Export Financing and Credit Insurance. "The Convention welcomes the action



taken by Congress in renewing the charter of the Export-Import Bank. . . . It is further gratified by the decision to increase by $2 billion the total amount of loans, insurance and guarantees the Bank is authorized to have outstanding at any one time, and to increase by $1 billion the aggregate amount of export credit insurance and guarantees which may be outstanding against a 25% reserve. . . . The Convention urges that the issue as to alternative methods of financing be clarified to permit the Export-Import Bank to obtain the authorized additional funds from the Treasury.

"The Convention commends the Export-Import Bank and the Foreign Credit Insurance Association (FCIA) for the steps taken during the past year to broaden their insurance coverage, to improve facilities, and to simplify and expedite procedures. There should be no slackening in these efforts. In particular, the rate structure should be kept under constant review . . .; transactional limits should be removed with applications treated on a first-come, first-served basis under country limits; provision should be made for a policy covering credit risks only and for flexible coverage on maintenance of stocks and inventories abroad. . . .

"The Convention also joins in supporting the extension of insurance coverage against political and credit risks to construction and engineering contracts for projects abroad, either by the Export-Import Bank directly, through guarantees to commercial banks, or through the FCIA. . . .

"Further, the Convention specifically endorses the recommendations of Committee 5 of the White House Conference on Export Expansion that consideration be given by the Export-Import Bank to developing financing facilities that would be available to American exporters on large individual transactions for terms extending beyond 5 years; that both AID and Export-Import Bank should consider financing of local fabrication and construction engineering required for the realization of projects and large individual transactions; that AID and Export-Import Bank should give increased consideration of prior commitments in principle upon presentation of a reasonable proposal outline when requested by loan applicants, applicable to projects and/or large individual loans for export transactions."

Private Investment. ". . . To be competitive it has become increasingly necessary to invest in a vigorous and widespread distribution system in other countries and to supplement exports with local production of items which, because of limited domestic demand, cannot be manufactured economically in the United States or which cannot overcome the various restrictive barriers imposed against them. . . . These investments generate a demand for raw materials, machinery, equipment, tools and other supplies from the United States. . . ."

Taxation. ". . . Foreign business income should be taxed only in the country where it is earned. Until this principle of territoriality is adopted, the following measures should be enacted by the United States: (1) A 14-point reduction in the U.S. tax rate on foreign-source business income should be provided; (2) U.S. taxes should not be imposed on reinvested foreign business income; (3) Tax provisions should . . . give appropriate recognition to tax reductions and other tax inducements offered by foreign governments to U.S. business."

Primary Commodity Problems. "...The Convention regrets that the United States has not taken a firmer position in opposition to international commodity agreements and that it has been less than assiduous in pointing out their inherent defects and potential dangers. . . . The Convention . . . recommends that the industrialized countries both through aid programs and through private investments help the primary-producing countries to diversify by the development of other types of productive enterprises. . . . It is hoped that at the GATT Tariff Conference in 1964 all of the industrialized nations will agree to relax any discriminatory trade restrictions and to liberalize the treatment accorded imports from the underdeveloped countries without requiring full reciprocity."

Commercial Aviation. ". . . This Convention opposes granting to the Civil Aeronautics Board positive rate-fixing power and urges instead the conferral of authority to suspend international airline rates which are determined to be contrary to the public interest."

Patents and Trademarks. "The Convention . . . urges that the appropriate Government departments undertake to assure that the right of U.S. nationals to secure patent protection in the European countries, such as is now provided under the International Convention for the Protection of Industrial Property, be maintained under proposals for the establishment of a Common Market patent, and that the rights accorded the U.S. national will be no less than that of a national of any member country within the European Common Market."

International Travel. "The Convention recommends that adequate funds be made available to permit the U.S. Travel Service to carry forward a vigorous promotion of travel to the United States by foreign visitors, and that every effort be exerted toward a further simplification of entry formalities and an easing of various related problems which are met on arrival."

90,000 see textile machinery at 10-day exhibit in Hanover

Hundreds of manufacturers of textile machinery and equipment from 15 countries displayed their products at the recent Textile Machinery Exhibition in Hanover, Germany.

The equipment was seen by over 90,000 visitors, most of whom were serious-minded customers from the textile and clothing industry throughout the world. The U.S. Consulate General in Hamburg reported that "great interest" was shown in U.S. textile manufacturing machines which were shown by 37 direct exhibitors and by European licensees or agents of U.S. manufacturers.

The Consulate General reported further that U.S. textile machinery "retains some degree of technical superiority, is being pressed hard by the competition with regard to automation, and has the advantage of a shorter delivery time than that of the principal foreign rivals."

The fair, held this year from Sept. 22 to Oct. 1, takes place every four years and is sponsored by the European Textile Machinery Manufacturers Committee. The secretariat is in Switzerland.

The next exhibition will be held in Basel, Switzerland, in the latter part of September 1967. "Because there will probably be less space and more exhibitor interest," the Consulate General reported, "American companies should . . . apply early for space."

Milwaukee brewer forms international firm

Schlitz International, Inc., has been formed by the Jos. Schlitz Brewing Company's board of directors. The new corporation will be responsible for developing and operating investments in brewing and non-brewing industries worldwide outside the United States, Robert A. Uihlein, president, said. It will be operated as a wholly-owned subsidiary of the Jos. Schlitz Brewing Company.

The firm will seek overseas investment opportunities, negotiate agreements, construct overseas plants and operate overseas facilities.

Uihlein is president of the new corporation. Also named as officers are James D. W. Blyth, executive vice president, and George M. Shay, vice president.

Canadian Minister of Trade tells U.S. businessmen of his country's point of view

A strong defense of Canadian national views presented to 50th National Foreign Trade Council Convention at New York by Mitchell Sharp; unique economic relationship

By FREDERIC S. OTIS
Managing Editor

New York—"Sometimes I think it would be easier for Canada to maintain its independence were we not living alongside such a big, rich and friendly nation," Mitchell Sharp, Canadian Minister of Trade and Commerce told businessmen at the National Foreign Trade Convention in New York last week. "If only you would be downright nasty and aggressive for a change, we might be able to beat the nationalistic drum more effectively."

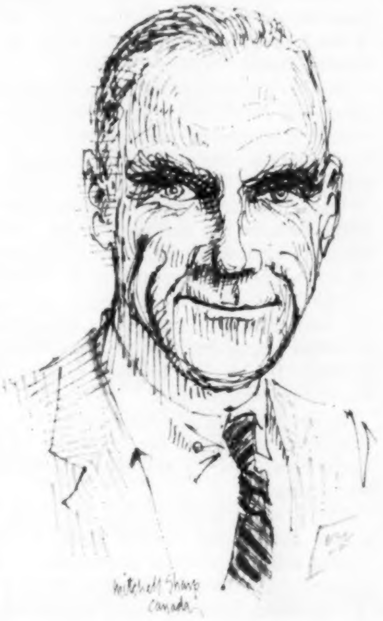
For 50 years now the convention has been a significant platform from which business and political leaders express their opinions on trends and attitudes in world trade. Mr. Sharp's statement on Canada's "legitimate interests" and his views on U.S.-Canadian trade relations are of special significance when viewed in the light of the fact that, as he said, "we may never rival you in wealth and population, (but) we already provide you a greater market for your goods than the whole of South America or the whole of the European Economic Community. And we are growing."

When a customer of this magnitude speaks, his words are worth heeding.

Mr. Sharp's avowed purpose was to present the Canadian point of view and thereby promote a better understanding of the problems his government confronts. He stressed the importance of recognizing that while the 2 countries do have much in common, they are in fact separate countries, each with its own historical traditions and each with its own patterns of political and economic development.

Ignore consequences

It never occurs to the people of Canada that the U.S. could ever be anything but friendly, but sometimes it does appear, he suggested, that the U.S. is unaware of the consequences of its actions upon Canada. He explained that the economic policies of the U.S., both domestic and foreign, do have a profound effect on Canada. For, as he pointed out, nearly two-thirds of Canadian trade, both exports and imports, is with the U.S. Canadian actions, on the other hand, may effect certain U.S. interests but never the economic well-being of the country as a whole.



"This does not mean that you have to be careful not to harm us and that we have no reciprocal responsibility towards you," he said. "We have never taken that attitude and I trust we never shall. Although we are a small country in relation to the United States, Canada is numbered among the middle powers. Our world-wide interests are not compatible with irresponsibility in any aspect of our policies. In other words, I believe you can be sure that our commercial policies in relation to the United States will be at least as favorable as towards any other country. We have never and I hope we shall never discriminate against the United States.

"I believe that for our part we can also be sure that you will never discriminate against Canada. Even so, however—and this is the essence of the problem—because our economies are so closely intertwined, even non-discriminatory action on your part may have effects in and on Canada far in excess of its effects on other countries.

"I am not suggesting that you should have a special regard for Canadian problems and Canadian reactions only because we are a nice, friendly neighbor. I believe that you have reasons to do so in your own self-interest."

Raw material reservoir

Canada, as Mr. Sharp said and as most U.S. businessmen well know, is a great reservoir and reserve source of basic industrial materials and energy resources upon which the future expansion of production of the entire continent will be based. And, as he was quick to point out, the return on U.S. investments in Canada, and this is the major portion of U.S. foreign investment, depends upon the basic strength of the Canadian economy.

Not a servile satellite

A Canadian government based on a strong economic foundation, makes it possible for the North American point of view to be, to use Mr. Sharp's words, "expounded by a second voice in the economic councils of the world—and not the voice of a servile satellite.

Mr. Sharp continued by saying, "we Canadians have not been satisfied with the performance of our economy over the last half-dozen years or so. There has been slow growth, chronic slack in manpower and other productive facilities and a persistent large adverse balance in exchange of goods and services with the rest of the world. While things have improved somewhat during the last two years (and I like to think the last 6 months) in each of these respects, they are far from satisfactory.

Balance of payments

"A balance-of-payments deficit will have a familiar ring, for you also have encountered difficulty in this respect. Do not, however, be misled into thinking that our respective problems are similar or indeed of the same kind.

"Canada's problem takes the form of a large adverse balance of current account with the rest of the world. In other words, unlike the United States, our earnings abroad have been falling short of our spendings abroad and by a very substantial amount.

Canada's course

By a fuller utilization of available manpower and other productive facilities on an internationally competitive basis, we hope to achieve a basic improvement in our current account position and thereby reduce our reliance upon foreign borrowing. I refer here to reduced foreign borrowing in the *net* sense. This in no way precludes substantial gross movements of capital both in and out.

"Substantial progress toward a basically strong external position is not likely to be achieved overnight. As we move forward, Canada will continue to need net foreign capital until such time as the economy has matured. Such foreign capital will be welcome in the future as it has been in the past."

Mr. Sharp discussed at some length the threat, as he saw it, to Canada of the proposed U.S. interest equalization tax. He saw it as a threat to Canadian capacity to finance Canada's current account deficit. The solution, in his opinion, was a "further substantial broadening and filling-out of Canada's industrial structure." This is to say that Canada must search out new markets, and the closest and richest market, of course, is the United Stataes. Since the major part of their trade deficit lies with the U.S., Mr. Sharp quite frankly stated that a serious effort must be made towards increases in the area of commodity trade.

Automobile industry increase

Mr. Sharp explained in some details steps being taken by his government to encourage greater production in the Canadian automotive industry through increased specialization and larger production runs. He explored the U.S.-Canadian relationship in this regard and made a strong case for the use of subsidiary facilities in Canada owned by U.S. firms for the free play, as he put it, of economic forces.

He also dwelt with the need, as he saw it, for increased ownership and management of Canadian industry by Canadians, so that such firms might operate as far as possible as if they were independently owned.

In closing, he stressed again the unique economic relationship of the two countries, and he suggested that this should be reflected in a willingness to accommodate each other.

The oceans seem not quite so wide

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

CHICAGO: The sad, eerie week-end television, where rocking news was a twilight zone between sorrow and outrage, and the tributes from press and pulpit, require, it would seem, no extra word from this corner concerning the 35th President of the United States.

But for those engaged in export, John F. Kennedy was a radiantly special leader, who with depthless energy worked forcefully for a commanding United States position in international commerce.

One of the late President's final acts was to rousingly urge Americans into more world trade.

"An American truck in Pakistan or a bulldozer in Kenya," he declared, "form a link between our nations and our peoples, and, therefore, I ask you to commit yourselves to even more intensive efforts abroad and to encourage your fellow members of the business community to do the same."

The White House conference on export expansion is less than two months past. He seemed relaxed this day, surrounded by half his cabinet, not tired as sometimes on other occasions. His hair was brown as autumn leaves blowing on the Capitol grounds. If ridges in his face scarred deeper, it was the only physical change since the day of inauguration.

In his first official appointment, his sole instruction to Luther Hodges, when the President-elect asked the Governor of North Carolina to become the Secretary of Commerce, was, "I ask that you intensify and enliven this country's trade with other nations."

The Trade Expansion Act, not even so much by its words as by its passage, set a new pattern for United States international commercial policy. The President viewed enactment as a profession of faith in United States capacity to compete successfully in world markets.

"We have left the house of partial protection and tariff stalemate to begin a much larger involvement in foreign trade," he told the White House Conference eight weeks ago. "We ask other nations to do the same."

Shortly after assuming office, Mr. Kennedy called the National Export Expansion Council to the White House.

"A trade enlargement program is high on our agenda," he said then. "I cannot think of any way that we may solve our problems more easily or happily than to encourage you to assist all business in developing increased trade abroad.

"What we need from you is renewed concentration in selling the world over. This ties into our foreign policy; our national security depends upon what is done by your efforts, our prosperity will be greater."

The President frequently discussed export enhancement in meetings with business and government leaders. Once, at an "E" Award ceremony, cameras lining the Fish Room of the White House, Mr. Kennedy read from a prepared statement; stopped to frown, then set the paper aside to begin over. His language was crisper, more commanding and words rang with urgent intensity.

As the world knows, the late President handled prepared addresses with aplomb, but with racy vigor he was better on his own. If this man of striking presence, attractive and charming, was ever, on platform or in meeting, mentally grasping for dramatic phraseology, it has not been observed. He showed no fumbling for people or topic.

A finger flick has removed a radiant American as an international symbol of world trade. But the country starts upward from a higher platform and the oceans seem not quite so wide.

Trade Fairs and Centers

Automotive equipment, accessories to go on display in Amsterdam; plan Business Information Center

U.S. manufacturers urged to send in business proposals; 5-day exhibition to consist exclusively of one category

An exhibition devoted entirely to automotive equipment and accessories—which should sell very well in the Netherlands now—will be held next spring in Amsterdam.

The fair, to be held May 26-30, 1964, will be the first one there to consist exclusively of these products. Formerly, automotive equipment and accessories were included as part of the commercial vehicle exhibit and shown in an annex to this annual show.

U.S. businessmen who export automotive equipment and accessories will be able to use the free services of a Business Information Center (BIC), operated by the U.S. Consulate General in Amsterdam.

Those who want to use this service have been invited to submit Business Proposals. The proposals should answer the following questions and should be submitted by Feb. 15, 1964, with two copies to the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

- What product do you wish to sell or offer?
- Do you wish to appoint an agent or distributor? Describe the arrangement you desire and indicate whether you will grant exclusive representation.
- Are you interested in a joint venture? If so, describe your proposition briefly, giving details of products or services to be provided.
- Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.
- What type of firm is best qualified to transact your business?

Each Business Proposal must be accompanied by 25 pieces of material, brochures, catalogs, and other descriptive material so an effective sales presentation can be made. Data on the size and scope of the firm, price lists, and sales literature are appropriate for this use. Price information should include c.i.f. quotations.

A booklet containing a summary, in Dutch, of all Business Proposals will be distributed in the Netherlands. A summary in 35 words or less of each Business Proposal should be submitted for inclusion in this booklet, at the time the other information is forwarded to the Department.

The proposal should be accompanied by one of the following: (1) Department of Commerce Form IA 57 (registration of U.S. firms interested in international trade or investment), which may be obtained from your local Department of Commerce Field Office: (2) A current mercantile agency report, or (3) a current bank report.

El Salvador to hold international fair in January 1965

Exhibit called 'excellent medium' for promotion of U.S. products

The 1st El Salvador International Fair will be held in San Salvador Jan. 1-15, 1965.

The U.S. Embassy in San Salvador predicted recently that the event will be an "excellent medium" for promoting the sale of U.S. goods and services in El Salvador and in the Central American Common Market.

Sponsored by a special committee of Salvadoran Government officials and private businessmen operating under the tourism department, the fair is held to promote El Salvador as a market for manufactured products; to attract private industry and investment capital interested in supplying the needs of the Central American Common Market; to promote the country as a source of supply of agricultural products; and to attract tourists.

U.S. firms may participate directly or through local representatives.

760,000 visit automobile show in Frankfurt

Approximately 760,000 spectators visited the recent 41st International Automobile Show in Frankfurt. A total of 836 firms, from 12 countries, displayed their latest models in passenger cars, commercial vehicles, bodies, trailers, parts and accessories and garage and service station equipment.

The show, a biennial event and first in the series of automobile expositions held in Frankfurt, Paris, London and Turin this fall, was held at the Frankfurt Municipal fairgrounds Sept. 11-22.

The results of the exposition reflected continued good buying interest and a rising level of consumer demand and increasing competition which is speeding up the pace for introducing technological improvements.

The Consulate General in Frankfurt reported that the general sales trend in passenger cars in Germany is for the larger, different, faster and more comfortable type; in commercials for the light-duty vehicle and the heavy haul transport truck of 16 tons and up gross vehicle weight.

Interest in parts and accessories centers on equipment which increases driving safety and comfort.

In the servicing equipment sector, rising labor-costs and a reduced work week favor the sale of testing and control instruments and labor-saving tools and equipment for automotive maintenance and repair.

The demand for U.S. automobiles, parts, accessories and automotive maintenance and garage equipment in this market is rising, the Consulate General reports, and manufacturers and their representatives are increasing their promotional efforts and expanding their servicing networks.

Suspension of U.S. aid arrested Vietnamese economic expansion

Nation offers good market for broad variety of U.S. products; first new project approved under last February's Investment Law

Economic conditions in Viet-Nam, which had shown considerable improvement during the first 3 quarters of 1963, were affected profoundly by the U.S. reaction to the Vietnamese Government suppression of Buddhist and student protesters.

Controls over the movement of goods, persons, and communications constituted obstacles to normal economic intercourse, and uncertainties as to the stability of the Government prolonged the business malaise.

Until it became clear that U.S. aid was being withheld, buyers were wary and prices of almost all basic commodities declined. The market was well supplied with local and imported goods, and terminal delivery dates for U.S. Commercial Aid Program commodities extended as far as July 1964.

When it became known that delays in the U.S. aid were expressions of policy, the market reacted and prices began to rise in anticipation of shortages of imported goods. Speculative buying and hoarding have driven some imported goods off the market. Sweetened condensed milk, an important U.S. financed item, has become difficult to find and sells at higher than official prices. Cement, some metal products and any number of other imported goods have become more expensive.

Export prospects hopeful

Export licenses issued totaled $17.4 million in the third quarter, compared with $11.1 million in 1962 and $13.7 million in 1961 for the respective corresponding periods. The value of rice export licenses was $6.3 million, and contracts signed during the third quarter guaranteed that the 1963 rice export would exceed 300,000 metric tons and might approach the 1960 high of 340,000 metric tons.

The 1962-63 rice crop was particularly good—5.2 million metric tons—because of the alluvial deposits from the flood in late 1961. Less favorable weather conditions this year, however, have given rise to forecasts that the 1963-64 rice crop will not exceed 5 million metric tons.

Rubber export licenses worth $9.4 million were issued in the third quarter of 1963. The continuing decline in rubber export prices—from 27 cents a pound in 1961 to 24 cents in 1962 and 22 cents this year—has reduced foreign exchange earnings from this source by nearly $2 million, although production has been about the same as the 1962 level of 68,000 metric tons.

The French planters are requesting a reduction of the rubber export tax due to the steadily declining world price. The tax is presently 40% of the f.o.b. price calculated at 35 piasters to the dollar. The planters apparently desire a flexible rate which would vary directly with price changes.

Still small

Exports of other products remained relatively small. Licenses totaled only $1.7 million for the third quarter, and for the first 9 months in 1963 are $1.5 million below last year's three-quarters figure of $6.2 million. Sales of scrap iron, vegetable oil, and beer have been negligible, while an early resumption of hog exports now appears unlikely.

Nevertheless, with rice and rubber expected to earn about $35 million each, total 1963 exports should approach $80 million, well above the $56.8 million last year and $67.7 million in 1961.

For U.S. exporters, Viet-Nam represents an expanding market for fertilizers other than urea, pharmaceuticals, plastic raw materials, paper pulp, petroleum other than fuels, small motors and generators, gasoline and large diesel engines, construction and mining equipment, machine tools, food products machinery, motor vehicles, tractors, and scientific and professional instruments.

Government import licenses requiring expenditures from its own reserves totaled $33.4 million for the quarter, the highest in recent years. This increase is traceable to discontinued U.S. aid financing of petroleum products and sugar, which accounted for $9.2 million of the quarter's licenses.

There was also licensing of other formerly AID-financed commodities such as paper pulp, machinery, tinplate, and some chemical products, but the total value in the quarter was small. In addition, import licenses valued at $3.8 million were issued in the quarter mainly for tobacco, raw cotton, and sweetened condensed milk. About two-thirds of the licensing under U.S. Commercial Aid Program resulted in the import of U.S. goods, while less than 2½% of the nonaid licensing was for U.S. products.

Of $18.5 million of continuing resolution funds available for fiscal 1964, $13.2 million worth of procurement authorizations had been issued before the August crisis. No further procurement authorizations have been issued since the crisis.

Production up

Industrial production remained high in the third quarter although in Saigon and Cholon there were some weak spots in the sales of products of small industries. Increases were noted for almost all the major industries—textiles, beer and soft drinks, paper, coal and rubber tires.

The chief cause of industrial concern, however, was the absence of procurement authorizations for imports under the U.S. Commercial Aid Program (CAP) and the decreasing supply of raw materials. Plastic resins, certain chemical products and some methal products were CAP items in short supply but the dollar value of these products is small, and can be financed easily from the Government's own foreign currency reserves.

Activity under the Investment Law of February 1963 got under way during the quarter. The first formal approval of an investment proposal was granted to the large VINATEXCO textile firm on a proposal to add 20,000 spindles and 400 looms to its present establishment. Applications are now being completed at the rate of about one a week and approval automatically brings all the benefits of the law.

Construction began on a 20,000-unit battery manufacturing plant near Saigon. This plant is scheduled to increase production to 40,000 units annually during the first 3 years of operation. Once in operation, an annual production of 500,000 battery plates is also planned.

South African boom rolls on; self-sufficiency drive stressed

Eased import controls open way for higher purchases from U.S.; several U.S.-owned or affiliated auto firms expand operations

The expanded activity which marked South Africa's economy during the first half of 1963 has continued through the third quarter of the year. Backed by record levels of good production, the expansionary trend was expressed in increased industrial output, rising consumer demand, and higher foreign trade levels.

The increased buying power generated by the industrial expansion coupled with some easing of import controls to produce continued opportunities for expanding U.S. exports. U.S. exports to South Africa for the first 8 months of 1963 were up $22.4 million over the corresponding period in 1962.

In recent months, several American-owned or affiliated firms in the automotive field expanded their operations or announced plans for the development of new productive facilities for the local manufacture of automotive components. Such expansion is being encouraged by the South African Government, which is making efforts toward economic self-sufficiency.

The major internal factor threatening to blunt the thrust of the boom was the shortage of skilled and semi-skilled labor. The South African Government recently has been directing more attention to this problem.

On the international scene, boycotts and embargoes declared by Afro-Asian states still had little more than a nuisance effect on the South African economy.

Industrial activity

Increased levels of production in almost all industrial sectors marked the third quarter.

Manufacturers of building materials experienced particularly buoyant conditions as both residential and industrial construction rose. Demand for goods produced by the metal and engineering industries remained high and, in the case of certain non-ferrous metals, the demand outran supply. Automobile production and sales remained high, as did activity in clothing, textile and furniture factories.

Sources

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Retail and wholesale sales also experienced rising consumer demand. Retailers were reported to be noticeably optimistic as the third quarter drew to a close.

Gold and foreign trade

At the end of September, South Africa's total gold and foreign exchange reserves stood at a near record 519.4 million Rands ($727 million). This was $124 million above the level at the beginning of the year, although imports to South Africa continued to outstrip exports by an average of over $20 million per month. Record levels of gold production more than covered the trade deficit.

On the basis of preliminary figures, South African imports for the first 9 months of 1963 rose to $1,214 million, an increase of $165 million over the same period last year. Exports for the first 3 quarters of 1963 were $1,026 million, approximately the same level as for January-September 1962.

The increase of $22.4 million in U.S. exports to South Africa for the first 8 months of 1963 brought the total export figure for the year to $170 million. This increase enabled the U.S. to maintain its approximately 15% share of the South African market.

The U.S. relative role as a customer of South Africa increased moderately during the first 8 months of 1963, as imports from South Africa rose to $178.5 million, $14.3 million over the corresponding period last year.

Import controls eased

On September 13 the South African Minister for Economic Affairs announced an increase of 25% over the 1962 quota in import allocations for a wide range of consumer goods. The Minister said the quota relaxation was made possible by "the favorable state of South Africa's gold and foreign exchange reserves."

This action was the latest in a series of modest Government relaxations of import restrictions on consumer goods since the present South African boom started in the second half of 1962. On November 1, it was announced that the easing of import controls could be expected to continue into 1964.

Auto expansion

Several important developments in the field of local production of automotive components in South Africa took place during the third quarter.

In July, the South African branch of the American shock absorber firm, Gabriel International of Cleveland, Ohio, opened a plant near Cape Town. The following month, a Champion Spark Plug factory was opened at Islando, Transvaal.

Both openings were deemed important enough to be attended by a ranking South African economic official who stressed the importance of locally-made automotive components to South Africa's current drive 'to increase its economic self-sufficiency.

The most important development came in September when the Ford Motor Company announced it would begin the manufacture of automobile engines at its Port Elizabeth plant. The engine factory will represent an investment of $11.2 million and is scheduled to begin producing engines in late 1964.

Labor shortage

Shortages of skilled and semi-skilled labor in several industries were reported during the period under review. The shortage stems largely from the Government's restrictive labor policies which forbid non-white employment in a variety of job categories.

Although labor shortages have been reported before, the current one appears to have aroused louder-than-usual complaints from segments of the business community, which has been urging some modification of the Government's labor policies.

Apparently, even the South African Government's policy of encouraging skilled immigration, which succeeded in doubling the number of immigrants in the first half of 1963, has not been adequate to solve the problem.

Recently, the Prime Minister went so far as to call the manpower shortage a "serious bottleneck" in South Africa's economic development.

Outlook

Although the shortage of labor may become a brake on South Africa's economic expansion, it does not appear to have done so yet, as almost all economic indicators continue to point up. Estimates for the fourth quarter indicate that total gold production in South Africa for 1963 will reach a record 27.5 million ounces, with further increases projected for 1964. Coupled with the rising income growing out of the current industrial expansion, the outlook for South Africa's economy, at least for the short-range future, should remain bright.

5 New Zealand ports benefit from nation's 1st IBRD loan

The International Bank for Reconstruction and Development (World Bank) has made its first loan to New Zealand, amounting to the equivalent of $7.8 million to assist in financing the improvement of 5 ports: Auckland, Lyttelton, Napier, Timaru and Whangarei.

Equipment purchased with the proceeds of World Bank loans must be procured through international competitive bidding.

The loan will be used for:

Auckland—purchase of quay cranes, cargo-handling equipment and dredging equipment, and extension of a wharf.

Lyttelton—providing quay cranes at a new wharf.

Napier—construction of a finger pier which will provide 2 new berths.

Timaru—installation of a mechanical meat loading device, a transit shed and the provision of miscellaneous cargo-handling equipment.

Whangarei—furnishing tugs, a tug jetty, a pilot launch, a slipway, navigational aids, a workshop and offices.

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6231

REFRIGERATOR SPECIAL: Philco Corporation's International Division needed 41 freight cars to deliver 2,456 refrigerators recently purchased by the U.S. General Services Administration for installation in U.S. Government housing projects in Germany. The 14-cubic foot, double-door models cost about $350,000.

$20 million project in Nigeria interests U.S. electronic firms

Communications Ministry invites details of financing available

The Nigerian Government will undertake in the near future a $20 million expansion program of its national communications system, a development which should create important sales possibilities for U.S. firms.

The American Embassy at Lagos reports that the Nigerian Federal Ministry of Communications has expressed an interest in being contacted by U.S. suppliers of telecommunications equipment and by firms able to provide management and maintenance services for the new communications network.

Types of equipment used in the system will depend on recommendations included in a feasibility survey currently under preparation for the Nigerian Government by the Western Electric Company. A final report on the survey is scheduled for December of this year; Government review of the report and preparation of final design and bid specifications should be completed by mid-1964.

International bidding

Bidding will be open to international competition. Equipment manufacturers who have already approached the Ministry of Communications have been told that selection of equipment would have to await completion of Western Electric's studies. These firms were encouraged, however, to indicate to the Nigerian Government the type of financing which would be available if their equipment were selected.

The American Embassy at Lagos believes it is not too early for U.S. suppliers to establish contact with the Ministry of Communications and indicate their interest in this project. The Commercial Section of the Embassy offers its assistance to prospective U.S. suppliers in making appointments with appropriate authorities.

Inquiries to the Ministry should be addressed to: The Permanent Secretary, Ministry of Communications, Lagos, Nigeria.

September imports down; rate still 4% ahead of '62

The Census Bureau has announced that seasonally adjusted U.S. general imports dropped about 5% below August levels during September. September imports of $1,452.8 million were also 1.6% below the figures for September 1962.

However, for the first 3 quarters of 1963, U.S. general imports were running at an annual rate of $17,020 million, about 4% higher than the 1962 pace.

DUTCH JOINT VENTURES

A campaign for new joint ventures and licensing agreements with American companies will be launched by DSM Chemicals Netherlands at the forthcoming 29th Exposition of Chemical Industries, December 2-6 at the New York Coliseum. DSM will conduct this campaign from the Netherlands Exhibit in Booths 4022, 4024 and 4026 on the fourth floor of the Coliseum.

Indonesian film industry lags; U.S. imports dominate

Supplied 98 of 112 features in year ending in August '63

During 1962 and up to May 1963, the Indonesian film industry produced 36 feature-length films and 41 short films. The Commerce Department's Business and Defense Services Administration reported that approximately 30 features were produced during calendar year 1961.

This is far short of the goal of 100 films a year set by the Indonesian Government.

The lack of foreign exchange has resulted in a shortage of raw film and materials, and has reduced activity in the Indonesian film production industry.

Imports of films into Indonesia are on an annual quota basis. During the past 2 years, the quota was set at 415 films, of which 121 were allocated to the U.S. The USSR and Japan are each allocated 35 films; India and the United Kingdom are each allocated 30 films; 25 are set aside for Communist China; 20 for Pakistan; with the balance reserved for smaller allotments to other countries.

However, the actual number of films imported during the past 2 years has been considerably less than that permitted under the quota. During the film year ending August 1963, only 112 films were imported, of which 98 were from the U.S. and 14 from the United Kingdom. In the quota year ending August 1962, a total of 228 films were imported, with 129 being U.S. films.

No foreign exchange allotments for the import of motion picture films were made for the film year ending August 1963. However, this did not affect imports of American and British films, since they are not brought in by foreign exchange coverage. It has been reported that recently the Indonesian Government allocated $270,000 for film imports, with 30 national importers being allotted $9,000 each.

N.Y. firm joins S. African equipment leasing venture

Lease Plan International Corporation of New York and Monument Trust Limited of Pretoria, South Africa have formed a new company called Lease Plan International (South Africa), Limited. It has regional offices in Durban, Johannesburg and Port Elizabeth, and a Capetown branch is being considered.

The leasing of capital equipment—including plant and machinery but emphasizing transport fleets—will be the company's main purpose. The field of providing capital equipment to companies desiring its use without wanting to tie up working capital is relatively new in South Africa.

Liberian rubber plant

A new $2.5-million rubber processing plant at the 12,300-acre Goodrich plantation in Liberia was recently dedicated by Liberian president William V. S. Tubman.

The plant has a capacity of 8,000-12,000 pounds of dry rubber per 8-hour shift.

The plantation, started nearly 10 years ago, only recently entered production. The first shipment of rubber was sent to the U.S. in September. There are more than 800 laborers employed on the plantation which contains some 2 million rubber trees, according to the U.S. Embassy in Monrovia.

El Salvador opens industrial development office in N.Y.

El Salvador has opened an Industrial Development office in New York City.

One of the first New York offices to be opened by the Central American Common Market member countries, the New York headquarters (known as INSAFI—Instituto Salvadoreno de Fomento Industrial) is designed to insure a closer and more effective relationship with El Salvador and American industry.

American companies with direct investment in El Salvador include: Aluminum Company of America, British American Tobacco Co., Chase International Bank, Crown Zellerbach Corp., Esso Standard Oil Co., First National City Bank of New York, W. R. Grace & Co., International Basic Economy Corp., International Railways of Central America, Kimberley-Clark Co., Phelps-Dodge Copper Products Corp., The Pillsbury Flour Co., Sears Roebuck Co., and Sterling Drug Co.

Many other major American companies are active through licensing or royalty agreements with local firms. Also, an extensive list of U.S. companies operate branch offices.

German firm, owner lose export rights

Failed to properly account for handling of electronic goods

Deutranex, G.m.b.H., Hamburg, West Germany, and Juergen Stau, manager of the firm, have been denied all U.S. export privileges for an indefinite period for failing to provide adequate information concerning their purchase and disposition of U.S. electronics equipment.

The Department of Commerce denial order, issued by the Bureau of International Commerce, became effective November 19, 1963.

The Bureau said its Investigations Division has information indicating that these parties have reexported U.S.-origin electronic equipment to unauthorized destinations and have been dealing in U.S.-origin commodities with an individual who has been denied U.S. export privileges.

The Investigations Division sent the West German firm a written questionnaire asking for pertinent details concerning its purchase and disposition in 1962-1963 of certain U.S.-origin transistors and microwave diodes. It also requested information concerning the firm's business relationship with K.B. Byrrild-Steffensen of Hamburg, the denied party.

The answers received to a number of the questions failed to disclose the information requested.

The Bureau said its denial order was issued to prevent Deutranex and Stau from obtaining any additional U.S. goods and will remain in force indefinitely, or until the parties furnish the information requested.

The order prohibits Deutranex, Stau, and all other persons and firms related to them, from ordering, buying, receiving, or disposing of any U.S. commodities, and from otherwise participating directly or indirectly in any transactions involving U.S. commodities or technical data.

NEW FEED IMPORT RULES

New Italian regulations on the importation of formula feeds and feed supplements were issued by the Ministry of Finance, under the Feed Act of February 15, 1963. Formula feeds must be labeled with analytical data on their contents. Both feed supplements and canned feeds for pets, game and fur animals must be registered with the Ministry of Health prior to their entry into Italy.

Foreign Government Actions pages 32-34

Socialization of Burma's trade, distribution system is nearing completion under new measures

Consolidation of import-export agencies' functions will leave only small retail outlets uncontrolled by state

Burma's Revolutionary Government has adopted measures to implement the centralized, socialist trade and distribution system envisaged in the official policy declaration, "The Burmese Way to Socialism."

The nationalization of Burma's external trade is now almost complete. The new measures consolidate the functions of various import-export agencies and, when implemented, will give the Government control of virtually all significant channels of distribution except small retail outlets.

A newly established Peoples' Stores Corporation (PSC), chaired by the Minister of Supplies and Cooperatives, has assumed the functions of the former Civil Stores Committees, the Union of Burma Purchase Board, and the Commerce Development Corporation (see INTERNATIONAL COMMERCE, October 28, p. 28). Effective October 1, the PSC was assigned responsibility for the importation of all consumer goods except drugs and medicines, which will continue to be imported by the Government's Rangoon Drug House, and school books and stationery, which will continue to be handled by Ava House, also a Government agency.

Direct importers

Other Government departments, boards, or corporations will continue importing their requirements directly. Industrial materials imports are still permitted to the remaining private sector, but under strict Government licensing controls.

The PSC will handle distribution of imported consumer goods and will take over distribution of most of the important domestically produced consumer items. It has also been given responsibility for distributing all rice and rice products. Under the new system, the PSC will handle internal distribution through Peoples' Stores (to be established) and cooperatives, and—where circumstances require it—through some private traders. The role of cooperatives in this field is probably an interim one, since the Government has indicated it will nationalize them in due time. In petroleum products distribution, the Burma Oil Co. is continuing its takeover of private petrol pumps.

BEDC dissolved

Previously, on September 8, the Government-owned Burma Economic Development Corporation (BEDC) was ordered dissolved, with the functions of its 39 component companies to be absorbed directly by appropriate Government ministries or boards. A special reorganization committee was constituted to supervise the break-up of the BEDC companies.

The BEDC's operations covered a broad range of economic activities, including industrial projects, exporting Burmese goods, importing, wholesaling, and retailing many industrial and consumer items, and the conduct of the commission agency business. Included among its many enterprises were joint ventures with foreign interests. Although they were Government-owned, the BEDC companies had retained many of the organizational and operational characteristics of commercial firms, and the Government apparently felt the Corporation's private enterprise character made it incompatible with the "Burmese Way to Socialism." BEDC dissolution also serves the policy of centralization of administration. On October 5, the Government dissolved the Defense Services Institute, parent holding-company of the BEDC, and placed its projects under the committee supervising the BEDC's breakup.

On October 6, the Government announced the formation of another state trading company, Myanma Export-Import Corporation (MEIC), to operate under the People's Stores Corporation Council of the Ministry of Supplies and Cooperatives. The MEIC's main business will be to handle Burmese exports and some of the country's imports. It will begin by exporting oil-cakes and other agricultural products and is expected gradually to take over the export function of the Union of Burma Agricultural Marketing Board, as well as a part of the import trade from the PSC and perhaps from other Government agencies. The Managing Director of the new corporation stated that it expects to take over trade handled by the private sector, indicating that it may be the Government's vehicle for achieving complete nationalization of external trade. The exact scope of MEIC's responsibilities is not yet officially clear, however.

The MEIC will utilize the knowledge and experience of private business by employing prominent ex-private traders in executive posts. The former director of the New Burma Trading Company, Rangoon, has been appointed managing director of the new corporation.

Private agents banned

Private commission agents, who formerly played an important role in Burma's import trade, have been rendered inoperative. Restrictions on private agents began last March, when all Government agencies engaged in importing were ordered to deal directly with foreign manufacturers or suppliers instead of through commission agents, unless such agents were BEDC companies. This left to the private agents only that small portion of the import trade still open to the private sector. Effective August 1, the commission agency business was completely nationalized. Private agencies were banned, and only then-existing BEDC companies were permitted to continue operating in this capacity. It is not yet known whether the Government will continue to provide any agency-type service. Although private commission agencies are banned, private Burmese firms or individuals are permitted to continue operating as manufacturers' representatives on a salary or retainer basis.

Additional information may be obtained from the Bureau of International Commerce, Office of International Regional Economics, U.S. Department of Commerce, Washington, D.C. 20230.

Income taxes in sharp step-up under Burma law

Ascending rates imposed by consolidating moves

Steeply progressive tax rates are imposed on the incomes of individuals and business firms in Burma under an income-tax amending law which took effect on October 1.

The new law replaces individual income, super-, and business-profits taxes with a single, composite tax schedule applicable to individuals, partnerships, and companies alike.

Incomes of over $882 are reportable, with the tax rate rising sharply from 7% in the lowest bracket ($315-1050) to 85% in the $10,500-12,600 bracket, 95% in the $12,600-21,000 bracket, 98% in the $21,000-63,000 bracket, and 99% on all income over $63,000.

The burden on business firms is increased further by a requirement that salaries, expenses, etc., paid to directors or partners be added back into taxable income. The law seems certain to further limit activities in the private sector of the economy, since larger firms may find it impractical to continue operations under the new tax schedule.

Ecuador modifies law to offer incentives for private industry

Ecuador's Law of Industrial Promotion has been modified by government decree to offer new incentives to private industry.

Chief provisions of the decree are:

→ New or existing industries, other than purely assembly plants, will enjoy 100 percent exoneration from import duties on importation of new machinery, accessories, replacement parts, raw materials, if these are not produced in the country;

→ Assembling industries will receive exoneration on a sliding scale during the first three years of operation, with the rate of duty exemption ranging from 30 percent to 100 percent;

→ All industries will enjoy 50 percent exoneration from consular fees;

→ Provisionally-constituted businesses will be granted a grace period of 180 days in which to make application for classification of the business under the Law of Industrial Development.

Holders of the Department of Commerce publications *Establishing a Business in Ecuador,* WTIS, 60-21, and *The Industrial Development Law of Ecuador,* OBR-62-17, may wish to note these changes under the appropriate sections.

Malagasy amends rules on foreign investments

Without prior authorization of the Malagasy Republic's Office de Change, foreign loans may now be contracted by Madagascar residents only under certain stipulations, according to the U.S. Embassy in Tananarive, these stipulations are: (1) the rate of interest of the loan cannot exceed 4%; (2) the duration of the loan cannot be beyond two years; (3) the amount of the loan cannot exceed one million new French francs ($200,000) or the counter-value of this sum in foreign currency; the total amount of the loan outstanding and obtained by a resident cannot exceed, in any way, one million new French francs or its counter-value in foreign currency.

Previously, the rate of interest was 6, then 5%, and the permissible duration of the loan, 5 years. The purpose of Exchange Office Notice No. 385 (*Journal Officiel,* Oct. 19, 1963) is to bring Madagascar's procedures in line with those established in other countries of the African and Malagasy Union.

Libyan Government raises import duties on foodstuffs

The Government of Libya has issued Customs Resolution No. 8/1963 increasing its import duties on a number of items of foodstuffs to 33⅓ percent.

The previous duties on most of these items varied from 20 to 25 percent ad valorem, and included certain frozen, dried, and preserved fruits, fruit peels, extracts, jams, jellies, and nuts.

According to the U.S. Embassy Tripoli, other increases affected by the resolution of October 21 include unglazed paving, hearth and wall tiles to 25 percent; and earthenware china and plumbing fixtures to 30 percent.

France permits entry of certain dollar products

France has announced the temporary relaxation of import controls on certain commodities—mainly fruits and juices—from the United States and Canada and other countries of the OECD (Organization for Economic Cooperation and Development), except EEC (European Economic Community) countries.

Importers were informed that until Mar. 31, 1964, the following could be imported without quantitative limitations: walnuts, dried peaches and nectarines, dried apples and pears, castor oil, cooked and preserved game and rabbit, chewing gum, frozen fruits with sugar additive, pear and apricot juices. Applications for licenses were to be filed immediately by the importer after publication of the notice.

In another measure, quotas for imports of fresh apples (U.S. Extra Fancy) and fresh pears (U.S. Extra No. 1) were granted for November 1 to December 31, 1963. Importers had to file for permits by November 12.

Lebanon revises tariffs covering raisins, nuts

Lebanon's duty on imported raisins, previously .25 Lebanese pound (L£) per gross kilogram or 50% ad valorem, whichever is higher, has been reduced to L£ .20 or 30% ad valorem.

Walnuts, previously dutiable at 50% ad valorem, are now dutiable at L£ .12 per net kilogram if unshelled, and L£ .40 if shelled. Filberts, also previously dutiable at 50%, now take a duty of L£ .30 per net kilogram if unshelled, and L£ .60 if shelled.

The Lebanese pound is valued at approximately 32¢. One kilogram equals 2.2 pounds.

Iran okays entry of trucks weighing one ton or less

Iran is now authorizing importation of trucks with a capacity of one ton or less, but granting of foreign exchange is contingent on an advance deposit of 100% of the trucks' cost. Trucks above one-ton capacity (except certain special types) may not be imported.

The import policy for other types of motor vehicles (trucks, buses and passenger cars), was reported in INTERNATIONAL COMMERCE, Sept. 23, 1963, p. 32.

Imports easing to be continued by South Africa

Economic Affairs Minister announces policy for 1964 as gold reserves climb

Relaxation of South Africa's import controls will be continued in 1964, the U.S. Embassy in Pretoria reports. In announcing the policy, the Minister of Economic Affairs cited the country's large gold and foreign exchange reserves.

Initial allocations for 1964 will be calculated at 75% of the value of imports in the first 9 months of 1963. For consumer goods, initial allocations for Group A (more essential goods) and Group B (general merchandise) will be the same as in 1963—60% of the value of an importer's average 1959-60 imports. A second allocation is expected in April which should bring the 1964 level of issues at that time to the total level for 1963. It is hoped that subsequent allocations during the year will bring the 1964 totals well above 1963 levels.

Motor industry

Although new quotas for the motor industry were not specified, the Government indicated that quotas would be sufficient to insure that there would be no over-all shortage of vehicles in 1964. Initial quotas for merchants importing wheeled tractors and implements will be 75% of total import permits received up to Sept. 30, 1963.

Manufacturers are to receive, on application, supplementary import permits to bring their stocks of imported raw materials to a 6-month level of current consumption. This continues a scheme first introduced by the Government in 1962 and continued in 1963.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230, or as indicated in individual stories.

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington, D.C. 20250. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington, D.C. 20523. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington, D.C. 20523. Telephone: DUdley 3-8363.

Netherlands withdraws depreciation facilities

The Netherlands Government has withdrawn facilities for accelerated depreciation on one-third of the investment in new industrial buildings over and above the normal schedule of depreciation.

The action, which went into effect August 28, was taken as a result of tight conditions in the industrial construction market.

The normal allowance for investment deduction, under which corporations can deduct for two consecutive years five percent of investments in new plant equipment and improvement, continues in effect.

Guatemala reduces duty on jute, henequen fiber

Guatemala has reduced the duty on fabrics of jute, henequen, and other vegetable fiber, mixed or otherwise (NAUCA tariff No. 653-09-02).

This action, in effect since October 4, reduces the duty from US $0.75 per gross kilogram plus 10 percent ad valorem to US $0.50 plus 10 percent.

The change was effected in order to allow local bag manufacturers to import material at a reduced cost in order to cope with an increasing demand.

Germany opens quotas for all canned-fruit imports without sugar added

West Germany has established a quota of unannounced size for imports from all non-Soviet Bloc countries of all canned fruit, without sugar added. Pineapples, apricots, peaches, and citrus fruit—already liberalized—are not affected by this quota.

The announcement stipulates that the weight of the contents themselves must be less than 11 pounds, but contents and container together must weigh at least 11 pounds.

Applications for import licenses may be made, for each commodity separately, until the undisclosed value limit is reached, but not later than June 30, 1964. These licenses will be valid through June 30, 1964; the first day of customs clearance is Jan. 1, 1964.

Imports of automobiles permitted by Ecuador

Imports of automobiles into Ecuador are now permitted, according to a Monetary Board decree which went into effect October 21.

Higher import duties will be collected, based on an algebraic formula which assesses progressively heavier rates as the value of the car increases, the decree stated. Computations based on this formula give a tariff range of from approximately 100% on a $1500 FOB automobile to over 200% on a $3500 FOB automobile.

Duties on certain other motor vehicles, such as ambulances, fire trucks, hearses, and garbage trucks were also increased.

Nicaragua increases tariff on imported wheat flour

The Nicaraguan Government has increased the tariff rate on imported wheat flour from $0.03 per kilogram plus 10 percent ad valorem to $0.05 per kilogram plus 18 percent ad valorem. This increase went into effect October 15.

Flour entered through Atlantic Coast ports, however, will remain dutiable at the former rate because of the difficulties of transporting domestically-produced bulk products from Nicaragua's western region to the Atlantic Coast.

At the same time, the consumption tax on wheat flour, payable by the domestic milling industry, was increased from $0.20 per quintal of 46 kilograms to $0.05 per kilogram.

Investment Opportunities pages 35-41

Large Israel producer of paints, asphalt and coal-tar products seeks modern production methods

Company wants to capitalize on rising product demand; plans program of expansion, asks licensing arrangement

A licensing agreement to apply U.S. know-how in the field of asphalt and coal-tar products as well as marine and industrial paints is desired by a leading Israel paint manufacturer and Israel's largest producer of asphalt and bituminous products.

The firm's expansion program provides for the manufacture of these products by the most advanced production methods. The company seeks connections with U.S. manufacturers of these products—particularly those firms with extensive research facilities.

A director of the firm has indicated that there is a considerable demand for coal-tar and asphalt products and that future market potentials are anticipated to rise sharply in the next few years.

Varied output

The firm's production line includes various kinds of blown asphalt for pipe coating, electromulsion, mastic-asbestos, cut-back bitumen, catalytic asphalt, stable bituminous emulsion (paste), coal-tar epoxy, sound deadeners and related items. About 90% of all the foregoing products manufactured in Israel are turned out by this factory.

In the paint line, the firm's output includes building and industrial paints, marine paints of all kinds, P.V.A. emulsion paints, flat alkyd paints, stoving enamels and car-finishing enamels.

Total paint output in Israel, including asphaltic paints, is estimated at about 10,000 metric tons a year, of which industrial paints account for roughly 4 to 5,000 tons and marine paints for about 5 to 600 tons.

25% increase

While it is estimated that local production of conventional industrial paints, now valued at about $4 million, will remain at the present level, a 25% rise is expected in the field of marine paints during the next year. The largest expansion is forecast, however, in the coal-tar and asphalt products line. Output of these products is now on a small scale.

It is estimated that annual consumption for the coming 2 years will reach a value of at least $500,000.

The company is interested in a licensing arrangement to ensure keeping up with the latest developments, primarily in the field of coal-tar products, but also in marine and industrial paints. The Israel firm is willing to discuss any form of compensation including royalty payment.

For further information, write to Bureau of International Commerce, Office of International Investment, File 4-2851-4-D, Department of Commerce, Washington, D.C. 20230.

Saw production offered in U.S.

License open for manufacture of automatic travelling and cross-cutting equipment

A British manufacturer of ancillary equipment for plastic extrusion lines, such as automatic travelling and cross-cutting saws, and "caterpillar" type take-offs seeks to license the production of this equipment in the United States.

One of the saws being produced is a fully automatic, travelling planetary saw. This machine works on the planetary principle using a small saw blade to cut large tubes. The saw arm first feeds this blade to a pre-setable depth into the tube, and then round the tube which it completely severs. One outstanding feature of this machine is that it can be adapted to cut and chamfer at the same time.

Additional information of this opportunity may be obtained on a loan basis from the Bureau of International Commerce, Office of International Investment, File 1171, Department of Commerce, Washington, D.C. 20230.

Poultry-raising equipment wanted by Mexican firm

Manufacturas Metalicas Lesa, S.A., Sevilla #109, Mexico 13, D.F., is a company organized earlier this year to produce equipment for poultry farms—cages, waterers, feeders, roosts and chicken houses.

Under license from one or more U.S. manufacturers, the firm would like to make such equipment as egg graders, incubators, automatic waterers and feeders and other suitable types of automatic equipment.

The company would welcome and prefer minority participation by a U.S. company, but would consider a royalty arrangement or cash settlement for patent rights, designs and technical assistance. Interested U.S. firms should write to Mr. Raul Lemus Romero, manager, at the above address.

Calendar, novelty item production requested

The firm of Ammexa Associados, S.A., Insurgentes Sur #171-103, Mexico, D.F., is active as wholesalers of books, albums, postcards and calendars. It believes there is a good potential in Mexico for the production and sale of calendars and such novelty items as address books, appointment pads, agendas and the like, since imports of these are virtually prohibited.

The company is prepared to pay a reasonable fee under any licensing arrangement covering designs and patent rights. Qualified U.S. firms are invited to write to Mr. Mark Turok, general manager, at the address indicated above.

Fine chemical license asked by French firm

A Parisian manufacturer seeks a license to produce fine chemicals.

For further information, write to PROTEX—Manufacture de Produits Chimiques, 2 Place Joffre, Paris 7e, France.

Varied Kenya ventures described in report from U.S. Trade and Development Mission to E. Africa

The first report received from the U.S. Trade and Development Mission to East Africa, October 26 to November 30, covers the Mission's interviews with businessmen in Kenya. A substantial proportion of these interviews resulted in investment proposals and a number of these may interest potential American investors.

Firms wishing to explore the potentialities of this group of investment proposals are requested to show the identifying interview report number, listed in parentheses after the address in any correspondence with the foreign firm concerned.

2311 Men's uniforms

A clothing manufacturer in Nairobi seeks a joint venture for purposes of expansion. About $100,000 is sought but American technical management is the key requirement. The firm wishes to expand into the manufacture of civilian garments, including such items as shorts, coats and trousers. Write to Bureau of International Commerce, Office of International Investment, File 1-2311-1-G, Department of Commerce, Washington, D.C., 20230. (IR 46)

2512 Household furniture

An established Nairobi firm in the field of home furnishings—household and office furniture, mattresses, shopfronts and office partitioning—would welcome a joint venture for purposes of expansion. Management and technical know-how, as well as capital would be required. Write to Bureau of International Commerce, Office of International Investment, File 1-2512-1-G, Department of Commerce, Washington, D.C., 20230. (IR 12)

2649 Stationery
2731 Bookpublishing & printing

The largest book publisher and stationer in East Africa, in business since 1924, wishes to expand operations and seeks outside capital, equipment and know-how on a joint-venture basis. Write to Mr. A. J. Patel, Director, D. L. Patel Press, Ltd., P.O. Box 73, Nairobi, Kenya. (IR 62)

2651 Folding paperboard boxes

A firm in Kenya, manufacturing plain and printed paperboard boxes and folding cartons since 1946, requires modern machinery and know-how in order to expand operations and meet the demands of a growing market. It proposes a joint venture or corporate association with a qualified U.S. manufacturer. Write to Mr. Bhakoo, K. C. Bhakoo, Ltd., P.O. Box 18051, Nairobi. (IR 42)

2721 Periodicals

A Nairobi publisher of 7 magazines seeks a joint venture with a U.S. partner to expand publishing activities to cover all of tropical Africa. Of special interest is the establishment of a travel magazine on tropical Africa which would be edited in Nairobi and printed in and distributed from New York and sold primarily in the U.S. and Europe. Write to D. A. Hawkins, Ltd., P.O. Box 2768, Nairobi, Kenya. (IR 29)

2819 Sulfuric acid

Originally a Danish company, this distributor of liquid petroleum gas in East Africa is interested in a joint venture for the purpose of producing sulfuric acid. Write to Bureau of International Commerce, Office of International Investment, File 1-2819-1-G, Department of Commerce, Washington, D.C. 20230. (IR 80)

2834 Cough medicine
3955 Carbon paper

A Nairobi firm producing a cough preparation and simple patent medicine is contemplating the establishment of a subsidiary for the cough medicine and also the manufacture of carbon paper. A joint venture is desired. Write to P. Phillips & Co., Ltd., P.O. Box 588, Nairobi, Kenya. (IR 17)

2851 Paint
3452 Nuts, bolts & screws
3433 Kerosene stoves

A Kenyan merchant is interested in establishing a paint plant in a joint venture with an experienced American firm. Technical know-how would be required and the possibility of a licensing arrangement would receive consideration. The firm is also interested in similar arrangements for the production of nuts, bolts and screws as well as kerosene pressure stoves. Write Alibhai Shariff & Sons, Ltd., P.O. Box 382, Nairobi, Kenya. (IR 64)

2844 Cosmetics

Established early in 1963 to produce aerosol cosmetics, this firm is looking for a U.S. joint venture and capital or a licensing arrangement to expand into production of other aerosol products such as insecticides and deodorants. Write to Anffi Products, P.O. Box 3705, Nairobi, Kenya. (IR 47)

3651 Radio receiving sets

An established firm in the electrical equipment field wants to expand its importing and sales activities into the manufacture of U.S. electronic and electrical equipment. It is particularly interested in the assembly of VHF radio equipment and would like to discuss joint-venture possibilities with a qualified American firm. Write to S. A. Pegrume & Co., Ltd., P.O. Box 1093, Nairobi, Kenya. (IR 49)

3963 Buttons

This organization is interested in contacting an American company able to assist in developing small manufacturers' plants and supplying know-how and equipment, in either a joint-venture or licensing arrangement It is specifically interested in establishing a complete button plant. Write to East African Industrial Promotion Services (Kenya) Ltd., P.O. Box 30500, Nairobi, Kenya, for further information. (IR 13)

Heavy engineering concern planned in New Zealand

A New Zealand firm is interested in establishing a joint industrial undertaking with a U.S. organization engaged in the manufacture of heavy engineering products and equipment.

In addition to finance, the American firm is to supply know-how and executive manpower for the formation of the enterprise. Write to R. R. Fisher, Fisher & Co., Ltd., P.O. Box 273, Auckland.

Paper, plastic packaging item venture is sought

A joint venture is requested by a French manufacturer with a U.S. firm to engage in the manufacture and distribution of packaging items in paper, cardboard and plastic. Investment expected—$100,000 to $200,000—could include equipment, technical know-how and licenses.

Write to Havez & Cie, S.A., 158 rue Jean Jaures, Croix (Nord).

Trade Mission to Switzerland brings back 16 varied license openings for U.S. firms

Included are a high-frequency lumber kiln, police radar, stud driver, color process for greeting card and advertising fields, air purifier, high-speed slide bearing, stethoscope, furniture

During interviews with Swiss businessmen in October, members of the U.S. Consumer Goods Mission developed 16 opportunities for American manufacturers to produce Swiss products under license.

The Swiss products include pistols and rifles, household furniture, office-index systems, color-reproduction process, cooking fat substitute, aerosol air purifier, sponge-rubber insulation, lumber kilns, slide bearings, police radar and a cold sterilizing process.

The names and addresses of the Swiss firms offering licenses for the manufacture of these products and, in most cases, additional information, may be obtained by interested U.S. manufacturers from the Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C., 20230, by referring to the appropriate file numbers following the opportunities described below.

195 Pistols, rifles

A Swiss sporting-arms manufacturer seeks a U.S. corporation to manufacture and distribute under license its line of CO_2 pistols and rifles. The target rifle had been developed as a result of many years of practical experience and in close collaboration with prominent technicians and marksmen. The manufacturer also claims that its rifle offers a new design with a number of decisive advantages.

Among the special features and advantages of the pistol: on cocking the pistol the spring loader jumps up automatically, the pellet chamber is incorporated in the spring loader and permits the convenient and positive loading of pellets or balls and shows whether the weapon is loaded or not, and a simple and safe blow-off device for emptying the CO_2 cartridges. File 1172.

251 Household furniture

Manufacturer of household furnishings seeks an American producer of living/dining room, bedroom, occasional and upholstery furniture as a licensee for its contemporary and functional lines. File 1173.

276 Office index card systems

Inventor and manufacturer of office systems seeks U.S. licensee to manufacture and print its fan card, visible-index system and dispograph control and planning boards. Both items are patented in the U.S. File 1174.

277 Color reproduction process

Developer of a new, economical, translucent, indelible volume-color reproduction process wants this utilized in the U.S. Process is particularly applicable to the greeting card and advertising display industries and the Swiss firm will discuss licensing or joint-venture arrangements. File 1175.

282 Cooking fat substitute

U.S. licensee sought for the manufacture of a new product which is a substitute for cooking fats and oils, and is nonburning and odorless. Product can be used for home, commercial and industrial uses. File 1176.

284 Air purifier

Manufacturer of an aerosol air purifier used in stores, hospitals and doctors' offices seeks U.S. licensee. All raw materials are available in the U.S. File 1177.

306 Sponge-rubber insulation

Developer of a system for producing sponge rubber profile for use as insulation in automotive, refrigeration and building construction industries wants to sell process know-how to U.S. manufacturer. File 1178.

323 Bathroom mirror

Swiss firm seeks American company to manufacture under license its newly patented, adjustable auxiliary bathroom mirror. File 1179.

342 Stud driver

Manufacturer of stud driver for building-construction and insulation industries seeks U.S. licensee. Firm claims that its stud driver is a time-saving method of power driving studs and eliminates any kind of preparation or predrilling.

A wide range of pins and studs can be driven into structural steel, concrete or brickwork with the cartridge-actuated tool. Its simple construction makes it foolproof and safe to operate and it reduces costs by being highly reliable and accurate. Maximum protection is provided by various safety devices. File 1180.

344 Urinals

U.S. licensee sought for the production of a patented, odorless urinal that does not require a water flush and dispensing bins. For use in restaurants, grocery stores, hospitals and stock rooms. File 1181.

355 Lumber kilns

Manufacturer of a new design of high-frequency lumber kilns seeks U.S. licensee for the U.S. and possibly the entire Western Hemisphere as well. All necessary designs and technical assistance will be furnished. Firm believes there is a good market for his kilns in this country as it has received inquiries from several large, prospective U.S. customers. It has made 10 successful installations in Europe and has German licensee to help cover the European market. File 1182.

359 Slide bearing

Swiss manufacturer offers exclusive rights to a U.S. manufacturer to produce a new high-speed standardized slide bearing, covered by U.S. patents. File 1183.

361 Electronic device

U.S. licensee sought for production of an electronic device for raising and lowering awnings. File 1184.

366 Police radar

Manufacturer of a police radar which records speeds and photographs the vehicle at the same time seeks U.S. licensee. File 1185.

380 Instruments

Inventor and manufacturer of stethoscopes has developed a highly sensitive instrument and seeks U.S. manufacturer to produce this under license. File 1186.

384 Sterilizing process

Manufacturer of new cold-sterilizing process used in German and Swiss hospitals and pharmaceutical plants seeks U.S. licensee. Product can be manufactured by an assembly-line operation and the various parts and instruments are available from existing U.S. firms. File 1187.

Major U.S. companies increase overseas investments faster than they do domestic assets

More and more firms becoming true world enterprises; foreign sales increased 275% versus 40% for domestic volume since 1950, N.Y. management consultants find

A study of the overseas activities of 100 major U.S. corporations shows that in 1961 and 1962 they increased their foreign investments almost five times as fast as their domestic assets.

This study by the New York firm of McKinsey & Company, Inc., international management consultants, analyzes hitherto unpublished data that makes it possible for the first time to compare the 1961-62 domestic and foreign assets, sales and profits of this group of leading industrial corporations. The aggregate sales of these companies run over $60 billion a year and their assets abroad constitute over half the total U.S. corporate investment overseas.

The companies studied increased their overseas assets 18% in 1962, compared to a 6% increase in their domestic assets. This followed a 13% increase in overseas assets in 1961, compared to a 1% increase in their domestic investment.

Expansion pace gains

The study shows that in 1962 the high rate of investment overseas continued—and actually accelerated—despite the fact that domestic volume and profits increased more than overseas sales and earnings. Last year domestic sales of these companies increased 10% and their domestic profits 15%, compared to a 9% increase in foreign sales and an 8% increase in overseas profits.

In 1961, however, domestic sales had increased only 2%, compared to a 6% increase in business overseas. And in that year domestic profits had declined 4% while overseas profits had shown an 8% increase.

"What makes this rapidly increasing commitment overseas particularly significant is the fact that 1962 was a year of expanding economic activity in the U.S. and a year in which the rate of economic growth in many foreign countries—especially in the Common Market—began to show signs of slowing down," according to Gilbert H. Clee, a McKinsey director responsible for the firm's overseas activities.

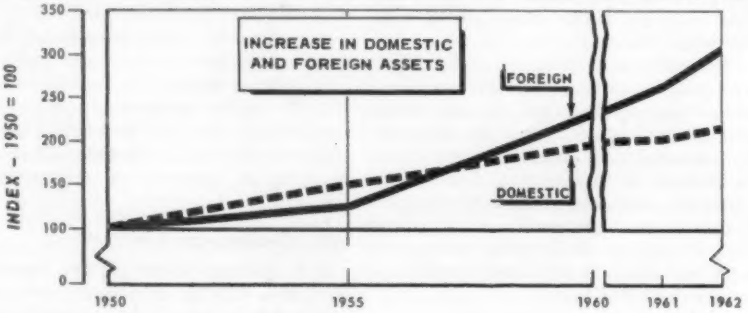
"The fact that these companies have continued—and in many cases even increased—the pace of their expansion overseas is evidence that full-scale participation in the world economy has become part of their long-term strategic planning. This means that more and more U.S. companies are becoming true world enterprises in the sense that they expect to derive an important part of their sales and profits and a major share of their growth from overseas activities."

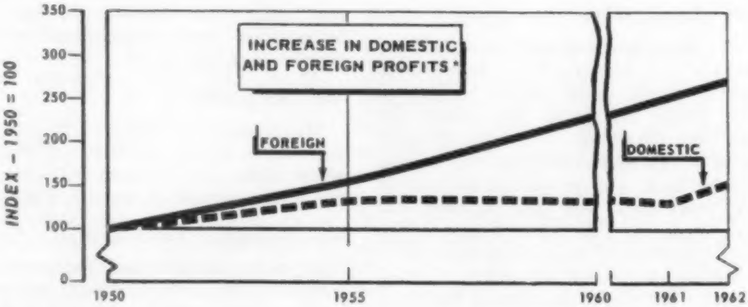
Important trends

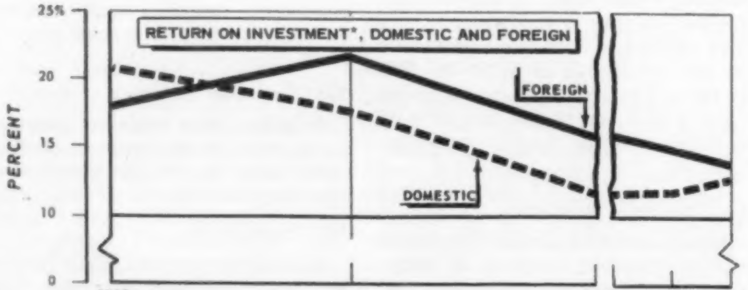
This 1961-62 study updates previous McKinsey studies on the international activities of U.S. corporations going back to 1950. The recent data focuses attention on some important trends in the overseas involvement of major U.S. companies.

➧ The foreign sales of these important U.S. companies have increased faster and more consistently than have their domestic sales.

While there are wide variations from company to company, for the group of businesses analyzed in these studies foreign sales have increased 275% since 1950, while domestic volume has gone up 40%. And this trend is apparently







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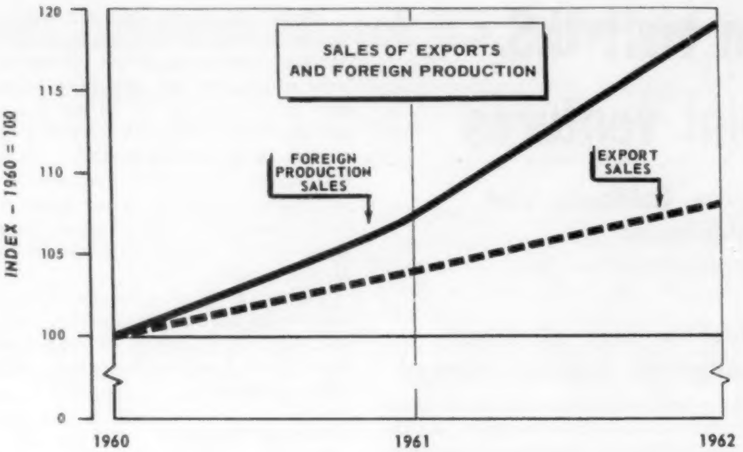

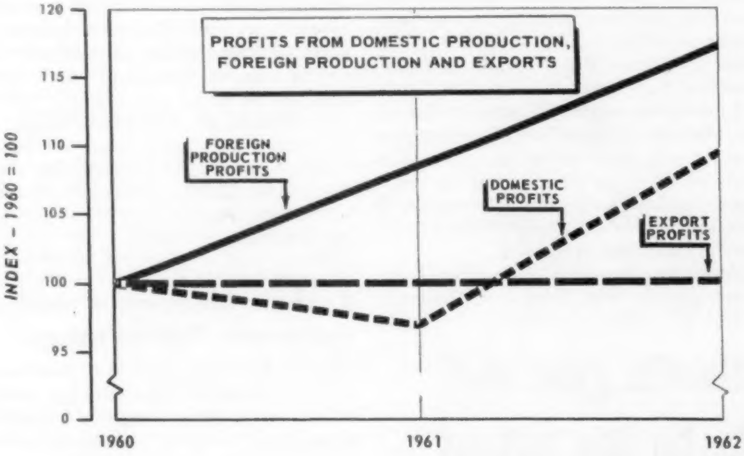

Selected measures of foreign performance in 100 large U.S. companies

	1960	1961	1962
FOREIGN SALES—INDEX	100	106	116
DOMESTIC SALES—INDEX	100	102	112
Foreign sales as a percentage of corporate sales*	17%	18%	18%
EXPORT SALES—INDEX	100	104	108
Export sales as a percentage of total foreign sales*	31%	30%	29%
FOREIGN PRODUCTION SALES—INDEX	100	107	119
Foreign production sales as a percentage of total corporate sales*	12%	12%	13%
FOREIGN PRODUCTION PROFITS (before taxes)—INDEX	100	108	117
DOMESTIC PROFITS (before taxes)—INDEX	100	96	110
Foreign production profits as a percentage of corporate profits* (before taxes)	13%	13%	12%
EXPORT PROFITS (before taxes)—INDEX	100	100	100
Export profits as a percentage of corporate profits* (before taxes)	5%	5%	5%
FOREIGN ASSETS—INDEX	100	113	133
DOMESTIC ASSETS—INDEX	100	101	107
Foreign assets as a percentage of corporate assets*	16%	17%	19%
Percentage of foreign assets invested in wholly-owned operations*	69%	68%	68%
Return on foreign assets* (before taxes)—percent	16%	15%	14%
Return on domestic assets* (before taxes)—percent	12%	12%	13%

* Average. Source: McKinsey & Company, Inc.

continuing, with foreign sales increasing 16% since 1960, while domestic sales have increased 12%.

▶ More significant has been the accelerating shift from export sales to foreign production sales, i.e., the sales of products manufactured in foreign plants.

While the exports of these companies are 2.7 times their 1950 volume, the output of their foreign plants is 4.2 times what it was in 1950. This shift continued in 1961-62, with export sales increasing 8%, while foreign production increased 19%. As a result, whereas exports made up 38% of the total overseas sales of these companies in 1950, by 1962 exports had dropped to 29%.

Profit margins

Related to this shift is new data provided by the current study on the profit margins on products manufactured in overseas plants of these companies, compared to profits on domestic sales and on exports. This data indicates that in 1962, for most of these companies, foreign production sales were more profitable than either domestic sales or exports. In more than half of these companies, profit margins on exports were actually lower than the margins on sales in the U.S.

▶ The return on overseas investments has been dropping sharply since about 1955, from a peak of 22% in that year to 14% in 1962, but is still larger than the return on domestic assets.

The return on domestic assets dropped from 18% in 1955 to 12% in 1960 and 1961, but increased in 1962. As a result, last year they were only 1% less than the return on foreign assets.

▶ There is a wide and increasing disparity in the overseas performance of these major companies.

From 1960-62, one in five of these companies showed a decline in its sales overseas. For one in five companies, overseas sales decreased as a percentage of total corporate sales. During these two years, one in seven of these companies showed a decline in the dollar value of sales from their overseas production.

One in three of these companies showed a decline in the profits from their overseas production. In 1962, while one company in four was earning more than 20% pre-tax on its foreign investment, almost half of these companies were earning less than 10% on their overseas assets.

A number of findings of the study indicate the increasing importance of their overseas investments to many major U.S. corporations. In 1962, one out of four of the companies studied had more than 20% of its total corporate assets invested overseas.

Somali businessmen visit U.S. to discuss many joint ventures

Will touch down in New York, Texas, California and Washington, D.C. to consider establishment of fishing industry, other projects for country

A group of ten Somali businessmen and two government officials are now on a six-week visit to the United States. The purpose of their visit is to discuss possibilities of joint ventures in fishing and other industries with U.S. businessmen.

In its visit to seven major cities, the group will be accompanied by L. W. Parker, an officer of the Agency for International Development.

Accent on economic growth

The group is said to be most receptive to joint-venture proposals in industries which might contribute to the economic development of Somalia. It represents the leading merchants of Somalia, with each businessman having separate interests covering a wide range of mercantile activity.

Two fishing companies have been formed by members of the group, one with a fully paid-in authorized capital of approximately $290,000 and a smaller second venture, a cooperative, with an oversubscribed capital of about $35,000. The cooperative has invested in the larger corporation and a merger of the two groups is a possibility. While in the United States, the group will explore all aspects of the fishing industry, including catching, freezing, canning and marketing.

Schedule dates

Firms interested in meeting the group and discussing possible joint ventures or similar arrangements can make appointments through Mr. L. W. Parker, the AID official accompanying the group, based on the following December schedule dates:

1-3, Park Sheraton Hotel, New York, N.Y.

4-5, Jack Tar Hotel, Galveston, Texas.

6-13, Statler Hilton Hotel, Los Angeles, Calif.

14-19, Sheraton Palace Hotel, San Francisco, Calif.

19-20, Mr. L. W. Parker, Project Manager, 649-40013, Agency for International Development, Washington, D.C. 20523.

Machine tool, electrical equipment licenses wanted

Two British firms want licenses to manufacture machine tools, electrical switchgear and electronic systems and machines.

A manufacturer of electrical-control equipment seeks license to produce and distribute electrical switchgear and similar items. Write to Controlec, Ltd., JWB Works, Chiltern Hill, Chalfont-St.-Peter, Bucks.

License is sought by another British manufacturer to produce (1) electronic systems and machines of all types, time controls, counting devices, voltage regulators and invertors and (2) special-purpose machine tools. Licensor must have a sales organization in the U.K.

Write to Hampson Industries, Ltd., Greets Green, West Bromwich, England.

Athletic gear and plastic toy output asked by Mexicans

Companies seek manufacturing licenses from U.S. concerns

Two Mexican firms want to produce either footballs and basketballs or plastic toys and gadgets under licenses from U.S. firms. Market potential for these articles is considered to be good.

Plastic toys and gadgets. A large and growing market in Mexico for plastic toys and other plastic items has spurred a local doll manufacturer to plan for the expansion of his operations and the manufacture of these products under license from a U.S. manufacturer.

Although a large number of small-scale Mexican producers is already active in this field, there is room for new models and new ideas in plastic gadgetry as well as in toys.

Imports of plastic toys and articles of this nature are severely restricted by the Mexican Government and prospects for local production are good. The Mexican firm is prepared either to make a cash settlement for any rights conferred under a licensing agreement or offer a minority participation in the new enterprise.

Prospective U.S. licensors should write to Mr. Jaime Peretzman Raisen, Nunecas "Dalila," S.A., Canal del Norte No. 286, Mexico 2, D.F.

Athletic gear. A Mexican wholesaler and retailer of imported sporting goods is interested in a license to manufacture soccer balls, footballs, basketballs, volleyballs and the like.

Growing demand

The demand for this type of athletic equipment in Mexico is expected to grow as a result of the Government's program to promote sports in schools and recreational activities in the country generally.

The Mexican firm is prepared to pay royalties or make any mutually suitable settlement for the right to use designs and production techniques of the licensor.

Interested U.S. manufacturers should write to Mr. Domingo Marti F., Deportes Marti, S.A., Aptdo. 120189, V. Carranza No. 19, Mexico 1, D.F.

Asphalt, bituminous road equipment license asked

A small Mexico City firm, founded in 1945, is interested in extending its line of equipment by entering into a licensing arrangement with a U.S. manufacturer of equipment used in building asphalt and bituminous roads. The company now manufactures road-construction equipment such as spreaders and asphalt plants.

Principals of the firm would consider minority participation by a U.S. company or royalty payments for rights and technical assistance.

Write to Mr. Jose Luis Sandoval Ime, general manager, Construcciones Industriales Mecanicas, S.A., Prolongacion Sabino #3093, Mexico 15, D.F.

Pump, valve and tool license asked in U.K.

A license is sought by British precision and experimental engineers to manufacture stainless-steel pumps (acid-resisting), stainless-steel pressure valves and pressure gages as well as spark-resisting beryllium copper tools.

Rocket Precision, Ltd., Apem Works, St. Albans Road, Watford, Hertfordshire, England.

Swiss businessmen seek U.S. know-how

Trade Development Mission finds multiple openings for American manufacturers of appliances, boats, valves, precision instruments, paints and protective coatings, luggage, water-reclamation units

The U.S. Trade Development Mission to Switzerland received many requests from Swiss businessmen to produce American products, through joint-venture or licensing arrangements. These products include lubricants, luggage, aerosols, precision instruments, pipes, novelty goods, electrical appliances, boats and varied other products. In addition, a cosmetics and toiletry company is offered for sale.

234 Foundation garments

Manufacturer of corsets, brassieres and girdles seeks license to produce foundation garments. M. Biedermann & Co., Freigutstrasse 6, Zurich 27.

284 Cosmetics, toiletry manufacturing plant

A cosmetics and toiletry manufacturer wishes to sell growing firm, real estate and/or plant. Annual sales approximately $500,000. Price $500,000 for company and $500,000 for real estate, if desired. Jean Bollhalter & Co., Merkurstrasse 2, St. Gallen.

316 Luggage

Producer of luggage desires U.S. license from manufacturer of softside luggage. Aktiengesellschaft A-H Eichholzer, Bremgartenstrasse 18, Zurich 3/36.

355 Plastic bag machines, aerosols

- Firm seeks U.S. license to manufacture machines for filling and sealing cellophane or other plastic bags. Interflex A.G., 8 Wasserwerkstrasse, Zurich 6.
- Manufacturers' agent and wholesaler of food, sportswear and furniture seeks joint venture in aerosols other than cosmetics. John V. Fontannaz, 24 Petit Bellaria, La Tour de Peilz (VD).

358 Water-reclamation equipment

Import agent for water-softening equipment seeks license to manufacture water-reclamation equipment. Licensee to provide technology only. Pretema AG, Birmensdorf (ZH).

363 Electrical appliances

Company manufacturing small electrical household appliances wishes to exchange licensing rights with U.S. appliance producer. ESGE International, Ltd., Honggerstrasse 115, Zurich 10/37.

373 Boats

Manufacturer of boats desires license to produce 17-foot runabouts. De Berti-Werft Luzern, Alpenquai Tribschen, Lucerne.

507 Plumbing equipment distributor

Distributor of valves, controls and boilers seeks joint-venture capital to distribute pipes, steel sheets, building material, valves and controls. H. Huber & Co., S.A., Munchensteinerstrasse 270, P.O. Box 166, Basel 18.

Varied products

- License sought to manufacture small precision instruments. Nouvelle Fabrique S.A. Tavannes, succ. de M. Eberle, 4, rue du Milieu, Tavannes.
- Manufacturer seeks license/joint venture for production of specialized lubricants, paints and protective coatings, waxes, cleaners and insulating products. G. Grisard S.A., Bussigny/Lausanne (VD).
- Licensing or joint venture sought by manufacturer to produce additional novelty consumer goods. Werkzeugmaschinenfabrik Oerlikon-Buhrle & Co., Oerlikon-Zurich.
- Manufacturer of cosmetics seeks license to produce aerosol and cream-based products. Spray-Pak GmbH, Hardgutstrasse 30 Postfach, Zurich 40.

Machine tool license sought by French firm

A French manufacturer of machine tools seeks U.S. license to produce small machine tools and tools or accessories for machine tools.

Write to Societe Industrielle Verots-Vap, 93 rue du 4 Aout, Villeurbanne (Rhone).

Company in Dahomey seeks equity capital

Growing market seen for its manufacture of nails and prefabricated concrete products; owner willing to fly to U.S. to discuss deal

In order to expand its operations, a successful, well-equipped and well-financed firm in Dahomey is seeking about $60,000 in equity capital in exchange for a 50-50 profit-sharing arrangement.

The firm produces nails and prefabricated concrete products. An American investor would be welcome as a full partner in the management of the business.

New firm, good market

The firm is the only nail manufacturer in Dahomey and enjoys virtually an exclusive market, as well as in neighboring Niger, with the possibility of exporting part of its output to Togo as well.

A newly established enterprise, the firm's volume of business amounted to more than $39,000 after only 4½ months of operation. Nail production would have brought a larger sales volume were it not held back by irregular shipments of nail wire from European suppliers. No marketing problems are anticipated once a steady output of nails is assured.

The manufacture of prefabricated concrete products has been limited to a variety of concrete blocks and wide-diameter concrete pipe. Additional investment is required to produce such items as laundry tubs and utility poles in quantity.

Although local competition, mostly from French interests, exists in the prefabricated concrete business, the potential market area appears to be of sufficient size to warrant expansion.

Preferential treatment

The owner and operator of this concern is well regarded locally and the firm has been granted preferential treatment under Dahomey's Investment Code for a period of 8 years:

1. Exemption from duty on imports of machinery, equipment and raw materials;
2. Reduction on export duties;
3. Exemption from use taxes; and
4. Profit-tax exemption and exoneration from payment of license fees and ground rents for 5 years.

The owner is willing to fly to the United States to confer with a potential investor.

For further information on this investment opportunity, write to Bureau of International Commerce, Office of International Investment, File 1-3272-4-G, Department of Commerce, Washington, D.C. 20230.

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Tunnel construction in Chile projected

The Highway Department of the Ministry of Public Works has invited contractors to qualify to bid on the Government's Lo Prado project. The Lo Prado tunnel, located on the route between Santiago and Valparaiso, 30 kilometers west of Santiago, will be approximately 2,685 meters long. The project includes excavation, concrete facing, ventilation ducts, road paving, and a drainage system. The value of the contract is estimated at E°26,000,000 (approx. US$13,500,000), a third of which will be foreign costs. Anticipated construction time is three years.

Bidders will be required to quote on basis of cash payment and payment of two-thirds of the total in seven percent dollar bonds of the Chilean Government. The project will be financed with income derived from the toll to be established on the Santiago-Valparaiso highway, with any deficit being covered with an allocation from general resources.

Contractors interested in bidding are invited to register by noon, December 15, 1963, with the following: Direccion de Vialidad, Seccion Propuestas del Departamento de Estudios de Caminos y Aerodromos, Oficina No. 10, Ministerio de Obras Publicas, Santiago, Chile.

A copy of specifications and bidding conditions, including a list of requisites for registration, all in Spanish, is available to firms located in the U.S. from BDSA, Rm. 4014, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-3087).

Bridges planned in Iraq

The Ministry of Communications, Republic of Iraq, invites tenders from experienced contractors for the construction of nine major bridges on the Diwaniyah-Shamiyah-Abu Sukhair Road.

Identified as bridges No. 1 through No. 9, the structures are to be of the following lengths respectively: 21 meters, 24 meters, 25 meters, 72 meters, 50 meters, 60 meters, 60 meters, 105 meters, 63 meters.

Bridges Nos. 5, 7, 8, and 9 include pre-cast prestressed concrete beams; all other construction is to be reinforced concrete.

The tender documents may be obtained from the Contract Division of the Directorate General of Roads and Bridges, Baghdad, until January 4, 1964, upon payment of $56.00 (ID.20/–) which is not returnable.

Tenders must be submitted to the Tender Box, Ministry of Communications, Baghdad, in sealed envelopes marked Tender No. R-27-C(1960), Diwaniyah-Shamiyah-Abu Sukhair Rd., 9 Bridges, on or before 12 noon January 25, 1964.

Tenders must be accompanied by: (A) A preliminary deposit of $42,000 (ID.15,000/–) which must be paid in cash to the Directorate General of Roads and Bridges and the receipt for such payment must be attached to the tender. Such cash deposit may be replaced by a Letter of Guarantee from an approved bank in Iraq. Checks will not be accepted. (B) Full details of the tenderer's financial standing, his organization, capacity and qualifications. (C) Full details of contractor's machinery and equipment together with a list showing the machinery and equipment he intends to use in executing the contract. Submitted tenders must comply with these requirements or they will be rejected.

The tender notice, No. R/27-C(1960), is available to firms located in the U.S. from BDSA, Department of Commerce, Rm. 4014, Washington, D.C., 20230.

Machinery needed for brick-making in Vietnam

The Central Purchasing Authority, 140 Hong Thap Tu, Saigon, announces tender No. 1034-24103, closing December 13, for brick-making machinery. Due to the short bid deadline, cable bids will be accepted by the mentioned authority if the cable states the price and the fact that a formal bid has been airmailed.

Specifications are available on a short term loan basis to firms located in the U.S. from BDSA, Department of Commerce, Rm. 4022, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Chain cable for ships requested by Burma

The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon, announces tender No. GH/21/G-11.D/63-64, bid deadline December 18, for ships' chain cable.

The tender indicates that six different types of chain cable are desired.

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Echo sounders sought by Iraq

The Iraqi Ports Administration, Wireless Department, has requested tenders for the supply of hydrographic survey echo sounders. Wanted are 4 units for 110 VDC operation and 2 lightweight, portable sets, operating from 12 V batteries, for use in small boats. Also required are spare parts, spare power supplies, and recording paper.

The closing date for this tender, No. 113/63, is December 29, at the offices of the Director General, Iraqi Ports Administration, Margil, Basra, Iraq. Copies of the specifications and terms may be obtained from this office.

Specifications are available on a short term loan basis to firms located in the U.S. from BDSA-308, Rm. 4119, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4036).

Iraq invites bids for fine textile plant

The Directorate General of Industrial Design and Construction, Ministry of Industry, invites bids on a tender for the supply, erection, starting up and supervision of a fine textiles plant at Hilla.

The bid deadline is February 20, 1964.

The fine textiles mill will produce spun and filament viscose rayon piece goods at the following per annum capacity: 30,634,000 yards of spun rayon fabrics, 6,011,000 yards of filament rayon fabrics, and 9,015,000 yards of mixed fabrics.

Bids are invited for the complete mill or for one or more of the following sections: complete spinning department; complete weaving department; complete processing department; electrical installations; water steam installations, sewage disposal and workshop with related civil engineering work; or main civil engineering and air conditioning installations.

Tender documents may be obtained from the Secretary of the Tender Opening Committee Office (Directorate of Accounts) Ministry of Industry, Baghdad, or the Embassy of Iraq in Washington, or from Messrs. Ing. A. Mauree, S.A., Consulting Engineers, 3 Dammweg, Berne, Switzerland, against a payment of $70 plus airmail charges from Baghdad to the U.S.

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Power station switchyard tenders solicited

The State Electricity Commission of Victoria is inviting tenders for the supply and erection of a 220 Kv switchyard for the second stage of development of the Hazelwood Power Station. Specification No. 63-64/129 includes eleven 2,000 amp., 220 Kv disconnect switches; busways, structural steelwork, grounding system, control, and metering equipment.

Tenders are to be received by the State Electricity Commission, 22-32 William St., Melbourne, Victoria, Australia, no later than February 3, 1964.

A copy of the specifications is available for review only in Rm. 4124, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4242).

Iraq needs air blowers

The Directorate General of Sewage Board, Ministry of Municipal and Provincial Affairs, Sa'doon Street, Baghdad, requests bids on a tender, bid deadline January 4, for the supply and erection of air blowers for the Treatment Plant at Diyala River. (INTERNATIONAL COMMERCE, Nov. 25, p. 63).

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from the BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Polyacrylic fiber plant needs asked by UAR

The General Organization for Executing the Five Year Industrial Plan, 6, Khalil Agha Street, Garden City, Cairo, announces tender No. 17, bid deadline April 1, 1964, for a complete polyacrylonitrile fiber plant. The tender consists of a complete turnkey operation as well as the technical management of the complete plant for a period of two years following the successful termination of test-runs and technical assistance in the marketing and the processing of polyacrylonitrile fiber in all phases of spinning, weaving, knitting, and finishing operations.

The polyacrylonitrile fiber plant, which will be situated adjacent to a petrochemical complex probably to be located near Alexandria, should have a capacity of 15 metric tons of fiber per day of 24 hours, of which up to 5 metric tons per day may be converted to turbotops, the rest being produced in the form of staple or tow. The fiber plant will utilize monomer acrylonitrile which will be produced in the petrochemical complex by the propylene-ammonia process. The bidder may make his own choice of the manufacturing process for the polyacrylonitrile fiber.

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Transmitters wanted for NATO project in France

The Air Ministry, Paris, has called for the supply and installation of 8 H.F. transmitters and 6 receiving sets, operating in the 2-24 mc. frequency range, handling RTTY/CW/SSB transmissions. Firms interested in bidding on this project should inform the Ministry, and return the required qualifying questionnaire, by December 15. Invitations to qualified firms will be issued during the first quarter of 1964. Closing date for the submission of bids will be 10 weeks after distribution of the specification and invitation to bid to the selected firms.

Value of the procurement is estimated to be approximately $1.4 million, and is to be completed by the end of 1965.

Copies of the notice of the International Call for Bids and the questionnaire are available to firms located in the U.S. from BDSA-308, Rm. 4119, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4036).

The address of the service requesting the bids is: Monsieur le Directeur du Service Technique des Telecommunications de l'Air, Section des Installations a Terre, 129, rue de la Convention-Paris (XV).

SHAPE requires lumber supplies

The purchasing and contracting officer, Supreme Headquarters Allied Powers Europe, (SHAPE), has issued an invitation to bid (No. 5-64) for nine lots of various kinds of wood cut to certain, prescribed sizes. Called for in the basic specifications are: northern fir, oak, deal, plywood, blockboard, hardboard, and softboard.

Deadline for submission of bids is December 13.

Copies of the invitation to bid, with instructions and additional information, are available from BDSA, Rm. 4203, (Attn: R. C. Parker), Washington, D.C., 20230. Please Specify: "SHAPE 5-64, Lumber."

This invitation to bid is open to all U.S. firms certified to participate in NATO bidding. Those firms not already certified should send a resume of their qualifications to the Commodity Export Promotion Staff. A brochure on the NATO International Competitive Bidding Program is available from the Staff Office.

Arabian telephone project specifics are made known

Additional information has been received from the U.S. Embassy, Jidda, on the specific types of equipment required for the $23 million automatic telephone project of the Ministry of Communications (INTERNATIONAL COMMERCE, Sept. 23, p. 35). Specific types include 15 telephone exchanges, approximating 46,000 lines of switching equipment, 55,000 telephone sets, six 100 terminal non-attendant automatic switchboards, 65 coin boxes, 20 portable type telephone booths, 7 manual switchboards, 3 sets of portable magneto switchboards, power equipment, feeder, distribution and trunk cables, street conduit, and associated inside and outside plant equipment.

Tenders must be submitted through a locally-registered company not later than February 22, 1964, to the President of the Tender Committee for Telephone, Wireless and Postal Communications Affairs, Riyadh. A local firm interested in a joint tender or in representing a bidder is the Kreidis Co., P.O. Box No. 497, Riyadh.

A copy of the specifications and conditions is available on loan to firms located in the U.S. from BDSA, Rm. 4805, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4823).

Iraq needs electron tubes

Bids from U.S. companies on quantities of electron tubes are solicited by the Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. A complete listing of the items and general conditions appear in Tender No. SIGS/10/1963 which closes December 8. Copies of the tender may be obtained from the Directorate of Contracts and Purchases.

A copy of the tender is available on loan to companies in the U.S. from B.D.S.A., Rm. 4117, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-967-2328).

Bid for power station requested by Capetown

The Capetown municipality invites tenders for the supply, delivery, erection, and testing of the following equipment for the Athlone Power Station, five miles from Capetown.

Only tenders for the entire job covering items 1, 2, 3, and 4, will be considered.

Item (1) boiler unit including draught plant and dust collectors, tender No. N. 2860; Item (2) 30,000 KW turbo-alternator, tender No. N. 2866; Item (3) condensing plant, tender No. N. 2865; Item (4) piping equipment including boiler feed pump, tender No. N. 2880.

Bids close February 3, 1964.

Applications for the tender documents covering the aforementioned items should be made to the City Electrical Engineer, Electricity House, Strand St., Capetown, South Africa, upon payment of $280.00 to the City Treasurer for each item listed. The prospective bidder will receive 5 copies of tender documents for each item. The fee is refundable on return of a bona fide tender in quadruplicate on return of all five copies of the documents, undamaged, within 14 days of issue.

International airport planned for Cyprus

The Government of the Republic of Cyprus invites tenders for the construction of the terminal building, annexes, freight-hall, and works for the International Airport, Nicosia.

Persons desiring to tender must provide documentary evidence to the Department of Public Works that they have previously executed in a satisfactory manner works of a similar character and magnitude, giving details of the nature of the works, for whom these works were constructed, the value of the contract, the sites of such works, and the dates of commencement and completion. Statements as to whether these works were executed by the tenderer alone or in a joint venture with others should also be included.

Contract documents, drawings, and instructions may be inspected in or purchased for £50 ($140) from the offices of the Director of the Dept. of Public Works, Nicosia. This fee will not be refunded and only persons demonstrating works of similar magnitude will be permitted to purchase the above documents.

Tenders must be submitted in duplicate to the President of the Tender Board, Accountant-General's Office, Nicosia, Cyprus, by 10:00 a.m., December 18. All tenders must be accompanied by a deposit or bank guarantee of £25,000 ($70,000) which will be returned without interest to unsuccessful bidders.

Printing supplies needed for Viet-Nam

The Central Purchasing Authority, 140 Hong Thap Tu, Saigon, invites bids on tender No. 1032-23103 for various printing supplies. The bid deadline is December 13 but telegraphic bids will be accepted if the cable states the price and the fact that the formal bid offer has been airmailed.

The tender includes such items as chemicals, film, and spare parts for printing presses.

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Burma army needs centrifugal pumps

The Director of Procurement, Defense Department, Revolutionary Government of the Union of Burma, has announced tender No. DPES 15/64, bid deadline December 10, for the supply of fifteen centrifugal pumps for the Burma army.

Ten of the pumps should have a 6000-8000 gph. capacity against a 150 foot head and five should have a 10,000-12,000 gph. capacity against a 200 foot head. All pumps should be powered by a 3 phase, 50 cycle A.C., 400/440 volt electric motor.

A copy of the specifications is available on a short term loan basis to firms domiciled in the U.S. from BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Vocational training tools needed for Mexican firm

Velrod Mexicana, S.A., importer, manufacturer, sales agent, Dolores No. 17-803, Mexico 1, D.F., wishes to purchase equipment, machines, and tools for vocational education.

The desired equipment will be resold to the Ministry of Education in Mexico for training in carpentry, mechanics, metal work, welding, and other shop training.

A World Trade Directory Report giving background information on the above firm, dated June 26, 1963, is available.

Pakistan asks for packaged air conditioning equipment

The Director General, Pakistan Telegraph and Telephone Department, announces tender No. Pur. 23-11/63/516, bid deadline December 18, for the supply and installation of packaged air conditioning equipment for the Telephone Exchange, Narayanganj.

Copies of the tender are available from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., at a cost of $1.05.

A copy of the tender is available on a short term basis to firms domiciled in the U.S. from BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Transformer substations bids invited by Iraq

The Directorate General of Industrial Design and Construction, Ministry of Industry, Baghdad, is inviting tenders for the supply, erection, and engineering of nine complete 132/33/11 Kv main substations and ten complete 33/11 Kv secondary substations in southern Iraq.

The bid deadline for contract No. 2/8.9/19 is March 3, 1964.

Terms and specifications may be reviewed at the Iraq Embassy, 1801 P St., NW., Washington, D.C. Firms desiring to tender may obtain two sets of tender documents from the Embassy or from the Ministry of Industry, Secretary of the Committee for Opening Tenders, Baghdad, upon payment of $112 which is not refundable.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4203, Telephone: 202-WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 1830 B. Telephone: WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

012 Fruit, Tree Nut, Vegetable Farms

JAMAICA—Fresh grapes; requests replies from packers and exporters only, preferably from Louisiana or New York, with price quotations cif Kingston. The Cherios (importer, wholesaler), 13-19 E. Queen St., Kingston. WTD 11/12/63.

149 Nonmetallic Minerals

PAKISTAN—Talc sheets. London Book Co., (importing distributor), Edwards Rd., Rawalpindi. WTD 11/5/63.

195 Small Arms

PAKISTAN—Rifles: 30-06; 270, 350, 7mm; .32, .35, .44, and .22 calibres. Pistols: .22, .25, .32 calibres. Shot-guns: .12, .16, .20, .410 calibres. Direct purchase and agency. Qureshi Bros., (importing distributor, commission merchant, manufacturers' agent), 59 Pineview Rd., Abbottabad. WTD 11/7/63.

200 Food

★★ MALAYSIA—Trade Mission

Importer seeks canned fruits, vegetables, meats from U.S. manufacturers of brand named products willing to advertise. The Borneo Co., Ltd., Crosby House, 71 Robinson Rd., Singapore. WTD 3/9/62. I.R. 257.★

Canned goods, general foods on direct purchase. Wing Loi Timber Co., Ltd., 40 Pryer St., P.O. box 13, Sandakan, Sabah. I.R. 338.★

Wholesaler/importer interested in agency for canned meats, pet foods, pizza mixes, L. D. Seymour & Co., Ltd., Union Bldg., Collyer Quay, Singapore. I. R. 125.

Food products, alcoholic beverages for restaurant New York World's Fair. Malayan Restaurant, (Overseas), Ltd., 205, Jalan Tuanku Abdul, Rahman, Kuala Lumpur. NC-IA. I.R. 9.

Foodstuffs wholesaler desires to represent U.S. manufacturers/suppliers of food lines, specifically: canned peas, beans, grapes, fish. Guthrie & Co., (Malaya), Ltd., 4 Jalan Mountbatten, Kuala Lumpur. WTD 3/15/63. I.R. 78.★

Importer/wholesaler wants packaged foods. Naina Mohamed & Sons, (M), Ltd., 1-5 Old Market Sq., P.O. box 373, Kuala Lumpur. WTD 3/13/62. I.R. 57.★

Wholesaler desires canned and other packaged foods. Sandilands Buttery & Co., Ltd., 40 Chartered Bank Chambers, Singapore. WTD 5/8/62. I.R. 54.

Large chain food store seeks U.S. made food products canned, frozen and packaged as well as liquors, other beverages. Cold Storage, 517 Jalan Sungei Besi, Kuala Lumpur. WTD 7/23/63. I.R. 100.

★★ SWITZERLAND—Trade Mission

Swiss distributor of dairy and agricultural products in Europe and the Middle East seeks to import additional products. Dairyworld Sa, 10, quai Gustave-Ador, Geneva. I.R. 235.

Manufacturing concern seeks distributorship for Switzerland of brand name food products. Veron & Cie, Seilerstrasse 3, Bern. WTD 10/7/59. I.R. 2.★

Sales agent seeks exclusive distributorship of non-perishable foods. W. Kern & Co AG, Sagemattstrasse 2, Liebefeld, Bern. WTD 5/31/57. I.R. 1.

Wholesaler seeks canned foods, particularly shrimp, crab meat, tuna, sardines. Demaurex Freres, Denrees Coloniales en Gros, Route de Lausanne 22-24, Morges (VD). I.R. 196.

201 Meat Products

BARBADOS—Poultry, poultry parts; pickled pork, smoked meats. Direct purchase and agency. La Fayette Fruit and Produce Co., Ltd., (importer, retailer), P.O. box 108, Castries, St. Lucia, W.I. WTD 11/7/63.

SAUDI ARABIA—Frozen chicken and meat products packaged for sale to the consumer; requests quotations cif Jidda. Anwar Abu al-Jadayal and Sons, (importer, wholesaler), P.O. box 72, Jidda. WTD 8/22/62.

★★ SWITZERLAND—Trade Mission

Meat importer seeks distributorship for packaged and canned dog and cat foods, hot sauces, relishes, ketchups, canned meat specialties except tongue. Gunzburger AG, St. Johannvorstadt 90, Basel. I.R. 22.

Coop wholesaler seeks lines of frozen, ready to cook chicken, turkeys, rock lobster tails, large shrimps, squid, frog legs, salmon. WTD 12/8/60. I.R. 35.★

Manufacturer/agent wishes to represent beef suppliers. John V. Fontannaz, 24, Petit Bellaria, La Tour de Peilz. WTD 11/30/62. I.R. 5.

202 Dairy Products

MOROCCO—Milk powder (spray process), 25% butter fat, in 56 lb. polyethylene or tin-iron containers; butter, fresh, non-salted, pasteurized, 82.50% minimum butter fat, 16% max. water, 8 sh max. acidity, light yellow color, in 56 lb. (25 K.) containers, 6 x 5 kilos containers, aluminum foil wrapped 56 x 227 grams cartons. Requests correspondence in French; quotations fob New York and cif Casablanca. M. J. H. Bengio et Cie, (importer), 59, rue Abdallah Almediouni, Casablanca.

203 Canning, Preserving Foods

ENGLAND—Canned fruits, vegetables, canned chicken products, lard. Agency and direct purchase, A. Stern, Ltd., (importers, sales agents), 20 Tooley St., London, S.E.1. WTD 11/4/63.

★★ MALAYSIA—Trade Mission

Consumer goods wholesaler seeks dried fruits, canned grapefruit, raisins from the U.S. Harrington & Co., Ltd., Chartered Bank Chambers, P.O. box 641, Singapore. I.R. 203.★

NIGERIA—Canned tomatoes (peeled and puree). Mojisola Olufunlayo & Sons, (general merchant), 5 Holloway St., P.O. box 2668, Lagos. WTD 11/1/63.

Canned milk (evaporated and condensed). Mojisola Olufunlayo & Sons, (general merchant), 5 Holloway St., P.O. box 2668, Lagos. WTD 11/1/63.

★★ SWITZERLAND—Trade Mission

Importer of food products with representation in Switzerland and the Middle East seeks frozen foods, conserves, canned fruits and vegetables, jellies, jams, food specialties, fresh fruit and vegetables where prices are competitive. Fadco Sa, 15 rue du Jeu-de-l'Arc, Geneva. I.R. 224.★

204 Grain Mill Products

BARBADOS—Poultry feeds at special prices and terms. St. Vincent Poultry Cooperative Assn., Kingstown. WTD 11/7/63.

Fine yellow corn meal. La Fayette Fruit & Produce Co. Ltd., (importer, retailer), P.O. box 108, Castries, St. Lucia, W.I. WTD 11/7/63.

ENGLAND—Animal feeding stuffs, pulses, fertilisers, meatmeal, fishmeal, milkpowder, feeding grains, vitamins for animal feeds. Agency and direct purchase. Michael Jakober, (Feeding Stuffs), Ltd., (exporter, importer, wholesaler), Plantation House, Fenchurch St., London, EC.3 WTD 11/5/63.

★★ MALAYSIA—Trade Mission

Rice and feeds importer desires all grades, rice bran; also maize, poultry feeds. Jin Hoe Co., Ltd., 12 Main Bazaar, Kuching, Sarawak. I.R. 284.

NIGERIA—Flour, Mojisola Olufunlayo & Sons, (general merchant), 5 Holloway St. Lagos. WTD 11/1/63.

Milled rice in bags. Preferably white long grain of "Uncle Ben" type. Mojisola Olufunlayo & Sons, (general merchant), 5 Holloway St., P.O. box 2668, Lagos. WTD 11/1/63.

207 Confectionery

★★ MALAYSIA—Trade Mission

Confectionery wholesaler desires U.S.-made confections, including chocolate and chewing gum. Seet Hong Choong, 39/40 Medeiros Bldg., P.O. box 2508, Singapore. NCIA I.R. 234.★

Packaged candies. Eastern Bazaar, 8 Bishop St., Penang. NCIA I.R. 93.

★★ SWITZERLAND—Trade Mission

Importer desires chewing gum base for packaging under own name or to represent as exclusive agent. Also seeks packaged candies 1, 2, 5, and 10¢ range for candy store trade. Gebruder Jud, AG, Gartenstrasse 128, Basel. I.R. 20.★

208 Beverage Industries

★★ MALAYSIA—Trade Mission

Soda bottler desires prices, samples from U.S. manufacturers of syrups, flavours for soft drinks. Wishes to obtain brand name soft drink franchise for area. Southern Co., 98 Main Bazaar, Kuching, Sarawak. I.R. 285.

Desires items such as soft drinks for distribution. The Eastern Union Trading Co., 19a/23a Cecil St., Singapore. I.R. 248.★

★★ SWITZERLAND—Trade Mission

Swiss distiller and agent wishes to import Bourbon whisky. Studer & Cie SA-Escholzmatt, 1, Tour-de-l'Ile, Geneva. I.R. 193.★

209 Food Preparations

ECUADOR—Soybean oil. Manuel H. Guerrero, (importer), P.O. box 4987, Cuenca. WTD 7/16/63.

Crude soybean oil. Requests replies in Spanish. Jaboneria Guayaquil de Carlos A. Rites, (manufacturer), Chimborazo No. 2909, P.O. box 3892, Guayaquil. WTD 11/12/63.

SPAIN—Food preparations, kindred products. Requests replies in Spanish. Direct purchase and agency. Vacari, (importer, agent), General Martínez Campos No. 47, Madrid (10). WTD 11/6/63.

209 Food Preparations

★★ SWITZERLAND—Trade Mission

Wholesaler interested in food specialty products for Swiss distribution. Promena AG, Lohweg 10, Basel. WTD 1/30/59. I.R. 31.

Manufacturer of dehydrated soups wishes direct import of monosodium glutinate, chicken meat, fat for use in soupmaking. Will consider turkey fat. Haco, Ltd., Gumligen, Bern. WTD 8/29/61. I.R. 36.★

220 Textile Mill Products

FRANCE—Fabrics of good quality, heavy-weight cotton and others, for manufacturing blue jeans. Direct purchase and agency. Comptoir Bordelais de Confection, (manufacturer), 1 rue Bouquière, Bordeaux, Gironde. WTD 11/14/63.

★★ MALAYSIA—Trade Mission

Manufacturers representative wants 2nd quality textiles—cottons 45, 46, 48 in., dacron, dacron wool blends, other synthetics, wash and wear for shirtings. Globe Silk Store, 55-57 Batu Rd., P.O. box 585, Kuala Lumpur. WTD 9/55. I.R. 42.★

Large wholesale/retail outlet is seeking distributorship arrangement with U.S. manufacturers of textiles and ready-to-wear. Globe Silk Store, 55-57 Batu Rd., Kuala Lumpur. WTD 9/55. I.R. 84.★

Seeks representation of U.S. textile and ready-to-wear manufacturers. Aswani's, P.O. box 2169, 24 Batu Rd., Kuala Lumpur. NCIA I.R. 11.

Textile wholesaler wishes textile goods from the U.S. Choo Nam Kee, 30 India St., Kuching, Sarawak. NCIA I.R. 301.★

Textile wholesaler desires line of textile goods. H. Bersu & Co., Ltd., 15-B Robinson Rd., Singapore. WTD 10/12/61. I.R. 236.★

Textiles and sundry goods wholesaler interested in U.S. textile goods. Choo Kiong Store, No. 25 India St., Kuching, Sarawak. I.R. 300.★

Manufacturer interested in all varieties of textiles-piece and novelty goods. Century Garment, Ltd., 58-B S. Bridge Rd., Singapore. NCIA I.R. 197.★

Household and office furniture manufacturer seeks accessory items, such as plastics, curtaining, drapery, upholstery, synthetic fibres, carpeting. Diethelm & Co., Ltd., 139/149-B Market St., Singapore. WTD 9/20/63. I.R. 164.★

NETHERLANDS—Textiles of orlon, nylon, rayon, for the manufacture of clothing and also fabrics for linings. Direct purchase and agency. N.V. Moluksche Handels-Vennootschap, 382 Keizersgracht, Amsterdam.

★★ SWITZERLAND—Trade Mission

Wholesaler seeks exclusive distributorship for textiles and piece goods sold in domestic and drapery fabric departments of department stores. Also fabrics for men's and boys' wear. Paul K.H. Rordorf, Kusnacht/Zurich. I.R. 147.★

Wholesaler wishes to act as agent on commission for firms selling fabrics to "cuttingup" trade: cottons, wools, synthetics, rayons, suitable for men's and women's wear, all weights. Also knitted fabrics and fur imitations. Will consider stocking basic lines once established. Oscar Tagmann, Amthausgasse 2, Bern. I.R. 162.★

Agent seeks exclusive representation for textiles and plastic materials for manufacture of women's clothing. Theo Moos, Carmenstrasse 21, Zurich. I.R. 89.★

Agent seeks lines of textiles made from staple fibers. Hans Schneewind AG, Nauenstrasse 63, Basel. I.R. 39.

Agent seeks fabric lines for rainwear, sportswear, outerwear. A. Fraefel AG Herrenmode, Bischofszell (TG). I.R. 72.

221 Broad Woven Fabric Mills, Cotton

★★ MALAYSIA—Trade Mission

Upholstery products manufacturer seeks upholstery materials of all varieties from U.S. manufacturers. Also wants adhesive bond material. Saba-Select-Sin Tien Seng, 8 Hamilton Rd., Singapore 8. I.R. 235.★

NETHERLANDS—Textiles of plain and printed cotton for the manufacture of women's, children's clothing. Direct purchase and agency. N.V. Moluksche Handels-Vennootschap, 382 Keizersgracht, Amsterdam.

NIGERIA—Towels (twill and plain woven, cotton and mixture). Origbenga & Sons, 7 Holloway St., P.O. box 2903, Lagos. WTD 11/5-63.

PAKISTAN—Tracing cloth, cotton, for engineering drawing, blue-print work. London Book Co., (importing distributor), Edwards Rd., Rawalpindi. WTD 11/5/63.

★★ SWITZERLAND—Trade Mission

Manufacturer seeks direct sources for cotton textiles used to produce low and popular priced work shirts, uniforms, slacks, overalls, cottons, twills, denims. Kung & Cie, Munchwillen (TG). WTD 11/23/60. I.R. 239.★

222 Broad Woven Fabric Mills, Man-Made Fiber, Silk

GERMANY—Nylon marquisette for use in the manufacture of bags; requests replies from manufacturers only with price quotations cif Dutch or German ports; direct purchase. Sample of type material desired is available on a loan basis from the Trade Opportunity Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4674). Theodor Held, (manufacturer), 24 Koernerstrasse, 4831 Verl/Westfalen. WTD 10/30/63.

■ **GREECE**—3,000 yd. 70% dacron, 30% wool; 900 yd. 55% dacron, 45% rayon; 550 yd. 55% dacron, 45% wool, all 60" wide, 7-8½ oz/yd/wt; 12,000 yd. 75% dacron, 25% cotton, 60" wide, 4-5 oz. yd. wt; 3,000 yd. everglaze cottons. B. Maragopoulos, Ltd., 10, Deka St., Athens. Quotation date December 16.

■ Cloth, dacron, 55%, wool 45%, 5½ to 7½ yd., width 60", approx. 8,000 yd. Fas. T.M. Katsouyannis & Son, 19, Hermou St., Thessaloniki. Offers to state sizes, quantities, basis of quotations.

■ Shirtings, 65% dacron, 35% cotton, 45" wide, 30,000 yd. B.E. Berahas, 17-19, Leocharous, Athens. Quotation dates December 15 for last two items.

All the above are for loan No. 240-H-082. U.S. source. SBC-459.

■ Piece goods, 8,000 yd. dacron 75% cotton 25% and dacron 67%, cotton 33%, 45" wide, 4-5 oz. yd. wt, dacron 55%, wool 45% and dacron 70%, wool 30%, 60" wide, 7-8½ oz. yd. wt., 650 yd. each. Hadjiefthimiou Bros., Eolou 43, Athens.

■ 1500 yd., 55% dacron, 45% wool, 60" wide, 7-8½ oz. yd. wt; 800 yd., 70% dacron, 30% wool, 60" wide, 7-8½ ox/yd wt.; 700 yd. 75% dacron, 25% cotton, 45" wide, 4-6 oz. yd. wt. Konstantinidis-Pesmazoglou, Kalfoglou & Co., Metropole Sq. 11, Athens.

■ 3100 yd., 50% dacron, 45% wool, 60" wide, 7-8½ oz. yd. wt.; 1300 yd., 70% dacron, 30% wool, 60" wide, 7-8½ oz. yd. wt.; 800 yd., 67% dacron, 30% cotton, 45" wide, 4-5 oz. yd. wt. Tsitsoupouli Bros., S/A, Stadiou 33, Athens.

All the above are for loan 240-H-028. U.S. source. Quotations date December 10. SBC-459.

■ Textiles for men's wear, 1400 yds., 70% dacron, 30% wool, 60" wide, 7-8½ oz. yd. wt.; 1700 yds., 55% dacron, 45% wool, 60" wide, same; 850 yds., 55% dacron, 45% rayon, same; 400 yds., 75% dacron, 25% cotton, 45" wide, 4-6 oz. yd. wt.; 1100 yds. 100% cotton, 45" wide, 4-6 oz. yd. wt. E. Vlahakou Sons, Akti Miaouli 3, Piraeus.

■ Textiles for men's wear, 12,000 yds., 75% dacron, 25% cotton, 45" wide, 4-6 oz. yd. wt.; 3,000 yds., 70% dacron, 30% wool, 60" wide, 7-8½ oz. yd. wt.; 400 yds., 55% dacron, 45% wool, 60" wide, 7-8½ oz. yd. wt. C. Vardas-D. Anagnostopoulos S/A, Stadiou 46-44, Athens.

■ Textiles for men's wear, 700 yds., 70% dacron, 30% wool; 2800 yds., 55% dacron, 45% wool, 200 yds., 55% dacron, 45% rayon, all 60" wide, 7-8½ oz. yd. wt. St. Polidis & Ph. Moustakas, Stoa Nikoloudi 28, Churchill St., Athens. Quotation dates December 14. Loan No. 240-H-028. U.S. source. SBC-456.

■ Men's suitings, piece goods of dacron and wool, dacron/rayon and rayon, 60" width, Loco mill, 7,000 yd. Commercial Union of Athens, Ltd., 9, Chryssospilaiotissa St., Athens.

■ Dacron/wool, 60" wide, 7,000 yd.; dacron/cotton, 45" wide, 4,000 yd.; dacron/rayon, 60" wide, 2,000 yd., weight 6-8 oz. yd., fob Mill. John Aydonopoulos, S/A, 46, Odos Eolou, Athens.

■ Piece goods, 5,000 yd., 55% dacron, 45% wool; 1,600 yd. 55% dacron, 45% rayon; 2,000 yd. 70% dacron, 30% wool, all 60" wide, 7-8½ oz. yd. wt.; 1,200 yd. dacron-cotton, 45" wide, 4-5½ oz. yd. wt. N. Tsatsoulis S/A, Metropole Sq. Athens.

■ Piece goods, 8,000 yd. 55% dacron, 45% wool; 1,000 yd. 55% dacron, 45% rayon; 1,400 yd. 70% dacron, 30% wool, all 7-8½ oz. yd. wt. 60" wide; rayon lining remnants, 20,000 lb. S.E.R.K.A., Tailors' Assn., Myltiadou St., 18, Athens.

All the above are for loan No. 240-H-028. U.S. source. Quotations date December 8. SBC-455.

★★ SWITZERLAND—Trade Mission

Representative seeks exclusive agency for Borg Dynal fake fur fabrics in Switzerland, Austria. Kurt Holdengraber, 7 Geissmatthalde, Luzern. I.R. 255.

Fabrics manufacturer seeks agency or will buy on account, printed and woven draperies, slip cover fabrics, table cloths, bath, beach towels. Weberei Eschen A.G., Schaan, Furstentum Lichtenstein. WTD 10/25/62. I.R. 87.

■ **TURKEY**—Nylon yarn 60/0-70/0 denier; nylon stretch yarn, 60/2 denier. Approx. $8,-000. Import license No. 002144. Saban Kati, Mahmut pasa Caddesi No. 213, Istanbul. Cable: Tirpan, Istanbul.

■ Nylon stretch yarn, 60/2 denier; nylon yarn 60/0 denier-70/0. Approx. $6,000. Mumin Tasli, Mahmut Pasa Caddesi No. 213, Istanbul. Cable: Tirpan, Istanbul. IL#002143.

PA No. 277-540-901-356-3224. Limited worldwide (901). Quotations date December 10. SBC-459.

223 Broad Woven Fabric Mills, Wool

AUSTRIA—Woven wool felts and wool haircloth to supplement line of felt materials presently processed by newly established firm. Price quotations cif Austrian border, if possible. Melicharek Filzwarenges.m.b.H., (wholesaler, importer, manufacturer), 3 Ratschkygasse, Vienna XII.

ENGLAND—Urgently requests replies for all wool 54" dress cloth, eight to nine ounces. A sample of the type material desired is available on a loan basis from the Trade Opportunity Staff, BDSA-111, Room 4203, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4674). E. Rainsford, (manufacturers' agent), Rm. 413, 168 Regent St., London, W.1.

NETHERLANDS—Woolen textiles in general for the manufacture of men's, women's, children's clothing. Direct purchase and agency. N.V. Moluksche Handels-Vennootschap, 382 Keizersgracht, Amsterdam.

224 Narrow Fabrics, Smallwares Mills, Products

★★ SWITZERLAND—Trade Mission

Wholesaler seeks sources of linings for ladies' garments—nylon, taffetas, rayons, blends. Stotz & Co., Stampfenbachplatz 2, Zurich. I.R. 149.

225 Knitting Mills, Products

★★ SWITZERLAND—Trade Mission

Importer wishes to represent hosiery mill producing seamless micro mesh. I.R. 135.★

226 Dyeing, Finishing Textiles

★★ SWITZERLAND—Trade Mission

Representative seeks exclusive agency for waterproofed fabrics for rainwear manufacturing. Kurt Holdengraber, 7 Geissmatthalde, Luzern. I.R. 255.

227 Floor Covering Mills, Products

★★ SWITZERLAND—Trade Mission

Merchant/wholesaler seeks exclusive distribution for floor coverings, carpets, and rugs. Hettinger A.G. Postfach Basel 18, Basel. WTD 8/15/51. I.R. 23.

228 Yarn, Thread Mills, Products

ECUADOR—Orlon yarns in wide variety of colors and weights for sweater knitting mill. Requests replies in Spanish; samples; prices cif Guayaquil. Fábrica La Francesa, (manufacturer), P.O. box 2781, Quito.

Wool yarns for sweater knitting mill; requests replies in Spanish. Fábrica "Mellizas" S.A., (manufacturer), Calle García Moreno N. 646, Quito.

Yarns, spun rayon, cotton system, silk system; cotton yarns; for knitted undergarments mill. Requests replies in Spanish; prices cif Guayaquil, Fábrica "Inca Sedalana," (manufacturer), P.O. box 212, Quito. WTD 2/27/63.

Nylon elastic yarns, wide color range; mercerized cotton thread; both for the manufacture of men's, women's and children's hosiery. Requests replies in Spanish; samples if available; prices cif Guayaquil. Fábrica de Calcetines "Raltex," (manufacturer), P.O. box 1106, Quito.

Thread, cotton, for sewing tablecloths, towels, white goods in general. Requests replies in Spanish; prices cif Guayaquil; samples if available. Textil San Pedro, (Ing. Pedro Pinto Guzmán), (manufacturer), Calle Leon 776, Quito.

Nylon yarns for women's hose. Request replies in Spanish; samples of colors; prices cif Guayaquil. Fábrica de "Medias Pinto," (manufacturer), P.O. box 212, Quito.

229 Textile Goods

AUSTRIA—Pressed felts, felt disks for polishing wheels, seamless felt sleeves, piano felts, stamping felts, felts for boots, saddles, diesel filters, and for orthopedic purposes. Price quotations cif Austrian border, if possible. Melicharek Filzwarenges.m.b.H., (wholesaler, importer, manufacturer), 3 Ratschkygasse, Vienna XII.

GERMANY—Waste made of cotton twills and cotton tickings, sorted from 3 in. to 9 in., from 9 in. to 1 yd. and from 1 yd. upwards, suitable for the manufacture of polishing discs, direct purchase. Request price quotations cif European ports; requests replies in German. "Garant" Polier- und Schleifmittelfabrik, Jilek, Rixe Lehmann, 128 Postfach or 214 Friedrich-Ebert-Strasse, 4805 Brake bei Bielefeld. WTD 10/23/63.

★★ MALAYSIA—Trade Mission

Textile manufacturer/importer wants nylon laces, allovers in cotton, edging in cotton, printed cretonne 48" cotton. Moluccus Trading Co., Ltd., K.P.M. Bldg., 2nd Fl., Singaport. I.R. 239.★

★★ SWITZERLAND—Trade Mission

Interior decorator seeks agency for upholstery and drapery fabrics, floor coverings. Mrs. Medea Mosczytz, Imfandring 22, Luzern. I.R. 52.★

Manufacturer wishes to purchase elastic webbing and other materials required for manufacture of women's foundation garments. Max Biedermann & Cie SA, Freigutstrasse 6, Zurich 27. WTD 11/10/58. I.R. 73.★

230 Apparel

★★ MALAYSIA—Trade Mission

Textile importer desires representation of U.S. manufacturers or export agents of men's and women's ready-to-wear, yard goods. Kishen Singh & Sons, P.O. box 29, Jesselton Sabah. I.R. 317.

Importer/manufacturers' agents of textiles-piece goods and ready-to-wear wishes to add more lines. International Corp., 81 A. High St., Singapore 6. I.R. 120.★

Wholesaler-importer of textiles, ready-to-wear and furnishings seeks U.S. made 100% dacron, synthetics, non-crease silky finish cotton lawns for dresses, synthetic men's suitings and plain and printed drapery materials for curtains, cushions; also wants ready-made wash and wear suits all varieties. Gian Singh & Co., Ltd., Kuala Lumpur. WTD 2/28/63. I.R. 7.

Textile manufacturer desires U.S. piece goods, textiles for men's, women's wear; also wants made up goods in men's shirts, ladies blouses, pajamas, jeans (all colors), novelty goods. International Sales Agencies, Rm., 7, 86-B, High St., Singapore 6. I.R. 196.★

Seeks representation of U.S. textile and ready-to-wear manufacturers. Aswani's P.O. box 2169, 24 Batu Rd., Kuala Lumpur. NCIA. I.R. 11.

Large wholesale/retail outlet is seeking distributorship arrangement with U.S. manufacturers of textiles and ready-to-wear. Globe Silk Store, 55-57 Batu Rd., Kuala Lumpur. WTD 9/55. I.R. 84.★

★★ SWITZERLAND—Trade Mission

Manufacturer seeks lines of medium priced suede, cabretta, cape sports coats and jackets for men and women. Also direct sources for blue jeans. Soditex SA, (Societe de Diffusion Textile), 34 rue des Noirettes, Geneva. I.R. 210.★

Manufacturer/wholesaler servicing 540 coops interested in such as children's and women's swim suits, vinyl lined sport gloves, disposable diapers, terry cloth, bath, beach robes. Verband Schweiz, Konsumvereine (V.S.K.), Thiersteineralles 14, Basel. WTD 11/2/62. I.R. 7.★

Agent seeks direct representation for men's and boys' furnishing items on exclusive basis; also ladies' negliges, underwear, robes. Willy Jaep, 10, Chemin des Bouvreuils, Lausanne (VD). I.R. 214.

231 Men's, Youth's, Boy's Suits, Coats, Overcoats

★★ MALAYSIA—Trade Mission

Importer/wholesaler of men's suitings wishes to act as wholesale outlet for manufacturer of high grade men's wear. Esquire Shop—Merlin, Merlin Hotel, Kuala Lumpur. NCIA. I.R. 98.

★★ SWITZERLAND—Trade Mission

Retailer seeks lines of men's sportswear—jackets, shirts, trousers, coats. Will consider distributorship or agency. McGregor-Corner, Munzgasse 1, Basel. I.R. 34.

232 Men's, Youth's, Boys' Furnishings

GERMANY—Jackets, men's and boys', made of cotton, foam backed material and without lining, wool and synthetics for casual wear; direct purchase. Requests price quotations cif European ports. Niemoeller & Abel, (importer), 1 Verler Strasse or 159 Postfach, 483 Guetersloh. WTD 10/23/63.

★★ SWITZERLAND—Trade Mission

Importer desires haberdashery, prefers exclusive agency. Maison Toni, A. E. Equati, Bozingenstrasse 140, Biel. I.R.9.

Importer/retailer desires exclusive agency for haberdashery lines, especially shirts, men's costume jewelry. Will consider related lines. Machler Stillman-Ascot AG, 3, rue Hugi, Biel. I.R. 14.

Importer seeks exclusive agencies in Switzerland, Austria for men's jewelry and novelties. Will stock. Teximex Handels GmbH, Lindenbachstrasse 35, Jurich 6. I.R. 186.

Wholesaler desires boxer jeans. H. Wyler & Co., Richard Wagnerstrasse 12, Jurich 2. I.R. 180.

233 Women's, Misses', Juniors' Outerwear

★★ MALAYSIA—Trade Mission

Retailer of women's wear wants various lines of women's apparel including sportswear. Campons, 89 Gaya St., Jesselton. I.R. 319.

Wholesaler/importer desires agency for ready-made inexpensive women's dresses, junior sizes 5' 2" and under; also interested in permanent pleated material on agency basis. L. D. Seymour & Co., Ltd., Union Bldg., Collyer Quay, Singapore. I.R. 125.

Desires U.S.-made ladies' ready-to-wear including dresses, undergarments. Glamourette Gown Shop Fashions, Fitzpatrick's Supermarket, 300 Orchard Rd., Singapore 9. I.R. 167.

★★ SWITZERLAND—Trade Mission

Manufacturer seeks agency for exclusive distribution of ladies', children's beach wear. Zuschneideschule Parisienne (Rotmann), Innere Margarethenstrasse 12, Basel. I.R. 168.★

Wholesaler desires children's wear, ladies' cotton dresses. H. Wyler & Co., Richard Wagnerstrasse 12, Zurich 2. I.R. 180.

Importer-wholesaler seeks lines of ladies' cotton, synthetic dresses, sportswear. Will stock. Wigutex, Schimmelstrasse 5, Zurich. I.R. 125.

234 Women's, Misses', Children's, Infants' Undergarments

★★ SWITZERLAND—Trade Mission

Swiss manufacturer of foundation garments seeks agencies for known brands of corsets, bras, girdles, to sell in addition to own lines. Max Biedermann & Cie SA, Freigutstrasse 6, Zurich 27. WTD 11/10/58. I.R. 73.★

Importer/wholesaler interested in direct contact with manufacturers of women's undergarments, lingerie and swimwear. Will consider exclusive lines only. Asaco, Ltd., Im Zelgli, Postfach Effretikon (ZH). I.R. 228.★

238 Apparel, Accessories

FRANCE—Fine cotton handkerchiefs for men; inexpensive. Requests replies in French. Manufacture Parisienne de Mouchoirs Fantaisie, (manufacturer), 24 rue St.-Lazare, Paris 9e.

239 Fabricated Textile Products

FRANCE—Bed sheets, single or double size, good quality, cotton muslin or other fabric, fit-corner types; combination pads and covers for mattresses, with zippers. Direct purchase and agency. Comptoir Bordelais de Confection, (manufacturer, wholesaler), 1 rue Bouquière, Bordeaux, Gironde. WTD 11/14/63.

★★ MALAYSIA—Trade Mission

Wholesaler of ready-made clothing seeks contacts with manufacturers of specially printed ties for colleges, clubs, business firms. United Agencies, (M), 605 China Insurance Bldg., 174 Batu Rd., Kuala Lumpur. WTD 1/2/59. I.R. 46.

240 Lumber, Wood Products

FRANCE—Plywood; wallboards. Ets. Marcel Miguet, (dealer), 29-31 rue Titon, Paris 11e.

242 Sawmills, Planing Mills

FRANCE—Coniferous woods; requests replies in French. Pierre Gage & Cie, (dealers), 88 Grande Rue, Villemonble (Seine).

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

FRANCE—Wood items: special plywoods. Requests replies in French. Ets. Fontvieille (manufacturer), rue du Marechal Leclerc, Dunkerque (nord).

GERMANY—Black walnut veneers, 0.6 mm. sliced cut; ash and elm veneers of same thickness. Requests replies from manufacturers or exporters specializing in the sale of veneers; if possible, would like to deal with firms to whom it could sell its own veneers for use in the United States for interior decoration. Georg Hartmann, (manufacturer, importer, exporter, wholesaler), 7501 Berghausen/Baden, Joehlinger Strasse 11. WTD 4/23/62.

250 Furniture, Fixtures

★★ MALAYSIA—Trade Mission

Hotel and department store operator seeks equipment from U.S. manufacturers for 20,000 sq. ft. retail department store and 200-rm. hotel. Sarawak Enterprises Corp., 280 Padungan Rd., P.O. box 442, Kuching, Sarawak. I.R. 302.★

251 Household Furniture

★★ SWITZERLAND—Trade Mission

Importer desires agency for redwood outdoor furniture and folding metal chairs. Ernest Meier Co., Fichtenweg 19, Reinach (Basel-land). I.R. 41.

252 Office Furniture

FRANCE—Office furniture, all kinds. Burotype S.A., (importer), 22-24 rue St-Georges, Paris 9e. WTD 8/20/62.

★★ MALAYSIA—Trade Mission

Office furniture, steel shelving. T. Mahima Singh, P.O. box 127, Seremban. I.R. 50.

★★ SWITZERLAND—Trade Mission

Wholesaler seeks office furniture and supplies. Eropha Handels AG, 59 Seestrasse, Zurich. I.R. 88.

260 Paper Products

FRANCE—Wrapping and packing supplies of all kinds; processed or unprocessed; requests replies in French. Direct purchase and agency. Ets. Peckre Freres & Turpin, (importer, exporter), 153 rue Nationale, Tourcoing (Nord).

★★ MALAYSIA—Trade Mission

Exclusive distributorship sought for facial tissues. Favre-Leuba Watch Co., Ltd., 18F Battery Rd., Singapore. I.R. 168.★

Fibre glass manufacturer information on turnkey paper products plant. Nanyang Book Co., 84-A Robinson Rd., Singapore. NCIA I.R. 159.

261 Pulp Mills, Products

■ **KOREA**—Bleached sulphate kraft soft wood pulp, first quality, prime grade, 90/100 air dry basis, approx. 150 lt. Reference No. FFO-SAI-3-730. Korea Bank Note Printing Co., 94 Buckhang-Dong, Chung-Ku, Seoul.

■ Bleached sulphite wood pulp, softwood bond grade, unbleached sulphite wood pulp, bleached sulphate wood pulp, semi-bleached sulphate kraft food pulp, unbleached sulphate kraft wood pulp, bagasse pulp, all prime grade, 90/100 air dry basis, 400 lt. Ref. No. FFO-SAI-3-731. Korea Paper Manufacturers Assn., 194, 1-Ka, Ulchi-Ro, Chung-Ku, Seoul. Cable: PAPERMAKERS.

■ Bleached sulphite wood pulp, 90/100% air dry basis, prime grade, unbleached sulphate kraft wood pulp, 90/100%, semi-bleached, sulphate kraft wood pulp, bleached, same. Approx. 1,000 lt. Ref. No. FFO-SAI-3-733. Paper Makers' Cooperative Union of Korea, 101, 2-Ka, Ulchi-Ro, Chung-Ku, Seoul. Cable: PAPERUNION, Seoul.

All the above are for PA No. 489-901-456-4200. Limited worldwide (901). Delivery c&f or cif Pusan, quotations must be shown fob price and freight on basis of U.S. flag vessel. Quotations deadlines December 9 for first two items; December 10 for last item. SBC-456.

■ Unbleached sulphate kraft pulp, 450 lt., pure soft wood, 90/100 air dry basis for multiwall sack kraft paper. Fob c&f Inchon by all U.S. flag. Detailed analytical report required. Reference No. FFO-SAI-3-741. PA No. 489-901-456-4200. Limited worldwide (901). Quotations date December 8. Shinhung Paper Manufacturing Co., 407 Kaibongdong Yongdungpoku, Seoul. Cable: SHINPAPER, Seoul. Copies of all offers made should be sent via air mail to the Bank of Korea, Attn: AID Section, and to the Director, USAID, c/o American Embassy, Seoul. SBC-455.

262 Paper Mills, Products

AUSTRIA—Wrapping papers. Direct purchase and agency. Elmar Messerle, Papiergrosshandel, (importer, distributor), Riedgasse 8, Dornbirn, Vorarlberg.

FRANCE—Self-copying paper. Requests replies in French. Sapap—Societe Parisienne de Papiers, (wholesaler), 55 rue St-Didier, Paris 16e.

■ **GREECE**—Paper, different qualities, 1,155 tons. Reference No. 537. Bid deadline December 6. Kingdom of Greece, Ministry of Trade, Direction General of Procurements, Direction B, State Purchases, Section D, Office II, Athens, Attn: Har. Papadopoulos. Copies of specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. SBC-456.

★★ MALAYSIA—Trade Mission

Paper importer seeks products such as toilet paper, facial tissues, writing paper. Kinabalu Paper Co., Ltd., P.O. box 683, Jesselton, Sabah. I.R. 310.

264 Converted Paper, Paperboard Products

AUSTRIA—Corrugated paperboard, oiled and bituminous paper, stationery. Polyethylene film, converted for packaging: polyethylene tubes with a thickness of 0.05 mm. and a width of 50 cm., cut open on one side, rolled on cardboard spools in quantities of 25 kg. Min. order: 2 mt. Direct purchase and agency. Elmar Messerle, Papiergrosshandel, (importer, distributor), Riedgasse 8, Dornbirn, Vorarlberg.

FRANCE—Snap-out and fanfold forms for electronic machines; requests replies in French. Direct purchase and agency. Les Presses Multiples, (printer), 31 rue Dailly, Saint-Cloud (Seine & Oise).

Office supplies, equipment. Direct purchase and agency. Courvoisier & Cie, (importer, dealer), 21 Blvd. Voltaire, Paris 11e.

Office supplies, equipment of various types; requests replies in French. Direct purchase and agency. Grog & Cie, (importer, dealer), 37 ave. George V, Paris.

★★ MALAYSIA—Trade Mission

Specialty papers and boards with special coatings, including foil for sale to printing and stationery trades desired by wholesaler. Phu Yik & Co., Ltd., 160 Cecil St., Singapore 1. I.R. 223.★

PAKISTAN—Stationery. London Book Co., Edwards Rd., Rawalpindi. WTD 11/5/63.

Gift wrapping, paper, cellophane, ferro, tracing. Direct purchase. London Book Co., (importing distributor), Edwards Rd., Rawalpindi. WTD 11/5/63.

★★ SWITZERLAND—Trade Mission

Wholesaler seeks stationery, store supplies. Eropha Handels A.G. 59 Seestrasse, Zurich. I.R. 88.

Wholesaler of office supplies seeks exclusive distributorship of commercial stationery items in Switzerland, Austria. Registra AG Doltschiweg 39, Zurich 3/55. I.R. 115.★

265 Paperboard Containers, Boxes

★★ SWITZERLAND—Trade Mission

Importer desires Swiss and/or European agencies for disposable consumer goods items such as paper plates, cups. Ahag Handels AG Bahnhofstrasse 80, Zurich. I.R. 120.

272 Periodicals

IRAN—Interested in subscribing to textile pattern service, on monthly, annual or periodic basis: e.g. booklets of textile patterns with accompanying instructions on how looms are to be set up in order to to reproduce patterns, as well as types of material to be used. Herati-Darakhshan Textile Mill, Yazd.

SOUTH AFRICA—Magazines of general interest, preferably illustrated. D. Roopanand Bros., (importer, retailer, wholesaler), P.O. box 2524, Durban. WTD 11/7/63.

273 Books

PAKISTAN—Technical, reference, medical, military, children, general books of all sorts. Direct purchase. London Book Co., (importing distributor), Edwards Rd., Rawalpindi. WTD 11/5/63.

SOUTH AFRICA—Hard-cover and paperback books; educational, general and fiction of all types. D. Roopanand Bros., (importer, retailer, wholesaler), P.O. box 2524, Durban. WTD 11/7/63.

★★ SWITZERLAND—Trade Mission

Swiss firm selling book memberships door-to-door, seeks additional items to sell to its 70,000 members. Bric SA, Place Chauderon 3, Lausanne (VD). I.R. 238.

275 Commercial Printing

★★ MALAYSIA—Trade Mission

Printed tape for labels. Minerva Industrial Trading Co., 28 Meyers Chambers, Raffles Pl., Singapore. NCIA. I.R. 135.

Manufacturer of display and other sales aids wishes to purchase silk screen presses for own use, other display materials. Star Art Co., Ltd., F.A.M. Bldg., Birch Rd. Kuala Lumpur. NCIA. I.R. 48.★

PAKISTAN—Plastic coated, washable, ordinary playing cards. London Book Co., (importing distributor), Edwards Rd., Rawalpindi. WTD 11/5/63.

★★ SWITZERLAND—Trade Mission

Agent would like to represent lines of U.S. printing equipment in Switzerland, West Germany, France, Belgium, Netherlands, Austria, U.K., Ireland. Tymac von Schulthess & Co., Selnaustrasse 6, Zurich. I.R. 160.

277 Greeting Card Manufacturing

PAKISTAN—Christmas, greeting, birthday cards. London Book Co., (importing distributor), Edwards Rd., Rawalpindi. WTD 11/5/63.

SOUTH AFRICA—Greeting cards of all types. D. Roopanand Bros., (importer, retailer, wholesaler), P.O. box 2524, Durban. WTD 11/7/63.

★★ SWITZERLAND—Trade Mission

Publisher/distributor seeks line of U.S. greeting cards. Income Cash Increase, Pl. Chauderon 5, Lausanne (VD). I.R. 223.

280 Chemicals

FRANCE—Crude chemicals. Direct purchase and agency. S.E.P.P.I.C., (manufacturer), 70 ave. des Champs Elysees, Paris 8. WTD 4/5/63.

Biological and chemical products to be used in laboratories. Direct purchase and agency. Laboratoires Eurobio, (manufacturer), 20 Bld. St.-Germain, Paris 5. WTD 1/31/63.

GERMANY—New artificial hair which has most properties of human hair. C.D. Akerberg & Co., (importer), Erlenstrasse 2, Hamburg-Lokstedt. WTD 7/12/62.

★★ SWITZERLAND—Trade Mission

Distributor desires to import on own account protective coatings for wood and metal buildings; also building maintenance products. Pentol AG Innere Margarethenstr. 2, Basel. I.R. 181.

Wholesaler seeks floorwaxes, cleaners, protective coatings for industrial and consumer use. Willing to import on own account or as exclusive agent. Lanz & Brechbuhl, Aarbergergasse 16, Bern. WTD 6/11/57. I.R. 182.

281 Industrial Chemicals

ECUADOR—Dyes for rayon, cotton, knitted undergarments mill. Requests color spectrum, prices cif Guayaquil; replies in Spanish. Fábrica "Inca Sedalana," (manufacturer), P.O. box 212, Quito. WTD 2/27/62.

ENGLAND—Organic chemicals for research. Agency and direct purchase. Koch Laboratories, Ltd., (manufacturers, exporters, importers, services), Hollands Rd., Haverhill, Suffolk. WTD 10/31/63.

Enzymes and related biochemicals for research and inclusion in pharmaceutical products. Seravac Laboratories, (Pty), Ltd., (manufacturers, wholesalers, retailers), 2 Willow Rd., Colnbrook, Buckinghamshire. WTD 11/1/63.

FRANCE—Cadmium pigments, organic pigments, coloring products for plastics. Direct purchase and agency. Synthecolor, (manufacturer of pigments), 60 rue Henri Regnault, Courbevoie (Seine). WTD 10/22/62.

★★ MALAYSIA—Trade Mission

Seeks agency for automotive chemicals. Dallas Corp., 169-3C, New Bridge Rd., Singapore 1. I.R. 143.

Wholesaler/importer of fertilizers desires rock phosphates for use as a component in fertilizer. Federal Trading Organization, 9, Jalan Bandar, Kuala Lumpar. NCIA. I.R. 67.★

NETHERLANDS—New chemical products, which can be packaged for dispensing in aerosol containers and which are protected by patents. Direct purchase and/or agency. Technisch Handelsbureau A. Kapsenberg, (importer, wholesaler, agent), 31 Statenlaan, Rotterdam-12. WTD 3/9/61.

NORWAY—Soda lime for absorbing purposes in anaesthesia equipment. Jean Mette A/S, (importer, wholesaler, retailer), 3 Tordenskioldsgate, Oslo. WTD 8/13/63.

PAKISTAN—Chemicals for tanning industry: chrome tanning salts, formic acid, acetic acid, boric acid, borax. Standard Tanneries, Ltd., 18 Fazal Manzil, Beadon Rd., Lahore. WTD 11/8/63.

SWEDEN—Chemicals, raw materials for the rubber, ceramic, paint industries; direct purchase and agency. Chematex AB, (wholesaler, agent), 17 Diäknegatan, Malmö C.

★★ SWITZERLAND—Trade Mission

Distributor of metal working and construction equipment seeks chemicals and raw materials for Swiss market. Wahl Lehmann, Sihlquai 55, Zurich 5. I.R. 155.

Manufacturer will import for own use raw materials and intermediates for the production of food, drug, cosmetic dye stuffs. Also general field of pectins, food additives. Durand & Huguenin SA, Fabrikstrasse 40, Basel 13. WTD 1951. I.R. 80.

Company seeks distributorship for chemicals in Switzerland, especially plasticizers for paper and paint industry, esters, acetate, kepones, pigments (titan dioxide, carbon black and others), specialized chemicals. Prochem A.G., Lagerstrasse 33, Zurich. WTD 10/12/63. I.R. 198.★

Manufacturer of industrial chemicals seeks agency for distributorship for heavy industrial chemicals, intermediates and fine and specialized chemicals for industry. Elfa A.G. Elechtrochemical Works, Beethowenstrasse 4, Zurich 2. WTD 1/3/63. I.R. 133.

■ **TURKEY**—Ameripol 1708, oil extended polymer, prepared by glue-acid coagulation of a mixture of 100 parts of copolymer of butadiene and styrene with 37.5 parts of a naphthenic processing oil. Butadiene and styrene are polymerized in a cold emulsion system using a fatty acid soap. Copolymer contains nonstaining, non-discoloring type antioxidant, about 33,350 lb. Import license No. 1835. PA No. 277-891-901-356-3232. Limited worldwide (901). Quotations date December 10. Simsek Kollektif Sirketi Yuda Ve Semoel Benezra, Bayazit Aydin Saray No. 60, Istanbul. Cable: Same address. SBC-459.

282 Synthetic Materials

● **BURMA**—Nylon yarn, assorted types and sizes, on bobbins, tube, cop, cone, cheese, quantity 114,771 lb. Terelyne yarn, extra dull, on cone, quantity 1,000 lb. Rayon yarn, assorted types, sizes, on bobbin and cone, quantity 31,980 lb. Metallic yarn, $\frac{1}{64}$", gold and silver, on bobbin, cone and spool, quantity 332 lb. Tender No. 118 Pa/3/63, bid deadline December 13. Chairman. Civil Stores Committee No. (2), No. 77/91, Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WOrth 2-4294).

● Nylon yarn, assorted types and sizes, cone, bobbin and cop, quantity 191,170 lb. Viscose rayon yarn, assorted types and sizes, cone, quantity 26,700 lb. Polynosic yarn, 20 tpi—regular dull, cone, quantity 184,820 lb. Spun rayon yarn, count 40, dull, cone, quantity 2,950 lb. Misced or blended yarn, assorted types and sizes, cone, cheese and beam, quantity 40,072 lb. Rayon yarn, cone, quantity 2,400 lb. Metallic yarn, gold and silver, spool and bobbin, quantity 431 lb. Tender No. 114 Pa/3/63, bid deadline December 6. Chairman, Civil Stores Committee No. (2), No. 77/91, Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WOrth 2-4294).

FRANCE—Raw materials and any other supplies for the plastic industry. Direct purchase and agency. Compagnie Centrale des Metaux-Kahn & Cie, (manufacturer, agent), 41 rue Auger, Pantin (Seine).

■ **GREECE**—Synthetic rubber, Neopren, 23,000 kg., fob; synthetic phenolic resin, durez, 8,000 kg., fob. Loan No. 240-H-028. U.S. source. Quotation date December 8. Paul P. Paganis, Terma Galaxidiou St., Moschaton, Near Piraeus. SBC-455.

■ Synthetic rubber, neoprene, phenolik coating and adhesive materials. Approx. 20 tons in bags of 22,68 kg. each, delivered by partial shipments. Prices either cif or fob basis. N&K Karamanis E.T.T.E., Platia Monastirakiou 10, Athens.

■ Polyethylene in 50 lb. bags, 50 mt. Kozakides Bros., 9 Thisseos St., Athens. Quotation date for above two items, December 15.

■ Polyethylene bags in 50 lb. bags, 50 mt. Vetta Emmanuel Pairis, 6, Dimitsanis St., Moschato, Athens. Quotations date December 10.

All the above are for loan No. 240-H-028. U.S. source. All items to be standards, giving sizes, quantities, basis of quotations, whether quotations are fas port of exit, c&f, or other and indicating any special conditions applicable to the purchase. SBC-459.

★★ MALAYSIA—Trade Mission

Textile manufacturer wishes to obtain all materials in polyester resins for his own mill's manufacture. Moluccus Trading Co., K.P.M. Bldg., Singapore. I.R. 238.

★★ SWITZERLAND—Trade Mission

Commission merchants seek new plastic products for garments, shoes. Winter Freres & Cie, Cuirs en Gros, Nauenstrasse 65, Basel. 12/20/62. I.R. 84.

Wholesaler seeks direct contacts with prime producers of plastic fabrics, rainwear fabrics used in outerwear manufacturing. Industrie & Bauplastic S.A., Brigue/VS. WTD 6/63. I.R. 231.

Importer seeks exclusive agency for new raw materials for industrial use. Plastics of special interest. Impag AG, Dufourstrasse 90, Zurich 8. WTD 12/15/60. I.R. 110.★

Manufacturer desires to buy direct from U.S. manufacturer raw materials for production of luggage, eg. textile coated plastics, expanded vinyls. Aktiengesellschaft A & H Eichholzer, Bremgartenstrasse 18, Zurich 3/36. WTD 7/5/62. I.R. 82.★

Wholesaler seeks to represent U.S. manufacturers of finished synthetic linings and interlinings for garment manufacturing. Mueller-Staub Sohne AG, Brandschenkerstrasse 30, Zurich. WTD 7/24/63. I.R. 94.

Importer seeks agencies for all gauges of plastic film, sheeting. Paul Mathys & Co., Limmatstrasse 101, Zurich 5. I.R. 170.

Wholesaler of floor coverings seeks manufacturers of vinyl flooring and tiles for exclusive distributorship. Hettinger AG, Postfach Basel 18, Basel. WTD 8/15/51. I.R. 23.

■ **TURKEY**—Synthetic rubber for battery containers, synpol 1006, or equal. $6,500. Import license No. 002205. Fiber plastic separators, sizes $5\frac{13}{16}$ x $5\frac{13}{16}$ x .079", $5\frac{3}{8}$ x $5\frac{13}{16}$ x .079", $5,500. IL#002195. Battery testing equipment, 14 items. $5,000. IL#002193.★ Loan No. 277-H-043. U.S. source. Quotations desired by December 10. Mutlu Battery Factory, P.O. box 5, Kartal, Istanbul. SBC-453.

283 Drugs

★★ MALAYSIA—Trade Mission

Pharmaceutical manufacturer wishes to obtain aspirin powder, vitamin ingredients, cough syrups in bulk form from U.S. drug manufacturer. Malaysia Drug Manufacturing Co., 29 Upper Circular Rd., Singapore 1. I.R. 232.

Veterinary supplies importer seeks veterinary pharmaceuticals. Borneo Sumatra Trading Co., Ltd., 41-C Robinson Rd., Singapore. WTD 4/24/61. I.R. 123.★

General merchandise manufacturer/wholesaler wishes to increase pharmaceutical lines. South Engineers, Ltd., South Bldg., 68 Ampang Rd., Kuala Lumpur. WTD 4/2/63. I.R. 6.

Importer seeks U.S.-made pharmaceuticals, medicines, cosmetics. M.A. Latif Bros., 20 Chulia St., Singapore 1. I.R. 214.★

Importer/wholesaler desires packaged drugs products. Naina Mohamed & Sons, (M), Ltd., 1-5, Old Market Sq., P.O. box 373, Kuala Lumpur. WTD 3/13/62. I.R. 57.★

Wholesaler/importer seeks U.S. drugs, pharmaceuticals. William Jacks & Co., (Malaya), Ltd., The Embankment, Kuala Lumpur. WTD 3/9/61. I.R. 83.

Distributor of pharmaceuticals wants distributorship for ethical drugs. Societa Commissionaria, 91, Campbell Rd., P.O. box 607, Federal Auto Bldg., Kuala Lumpur. WTD 9/12/62. I.R. 34.

Wholesaler of industrial chemicals seeks distributorship for ethical drugs. A.S. Watson & Co., Petaling Jaya, Kuala Lumpur. WTD 9/7/60. I.R. 33.

Manufacturer of agricultural and industrial chemicals seeks distributorship for laxative drugs. Borneo Sumatra Trading Co., (F. of M.), Ltd., P.O. box 518, Kuala Lumpur. WTD 9/25/61. I.R. 39.

Low-cost cosmetics, pharmaceuticals in bulk for repacking desired by manufacturer/whoiesaler. Wells, (Malaysia), Corp., 209 China Insurance Bldg., Jalan Tuanku Abdul Rahman, Kuala Lumpur. NCIA I.R. 88.

PAKISTAN—Vitamins; antibiotics, narrow and broad spectrums (narrow include penicillin, streptomycin, and their combinations-broad include chloramphenicol, tetracycline, erythromycin); hormones; anti-anaemics; liver extracts; ferrous products; industrial raw material for pharmaceutical industry and prescription drugs (soda, salicylics, aspirin, phenacetin, potassium bicarbonate, potassium bromide, sodium bicarbonate). Qureshi Bros., (importing distributor, commission merchant, manufacturers' agent), 59 Pineview Rd., Abbottabad. WTD 11/7/63.

Industrial raw material for pharmaceutical industry and prescription drugs (soda salyclas, aspirin, phenacetine, potassium bicarbonate, potassium bromide, sodium bicarbonate). Direct purchase and agency. Qureshi Bros., 59 Pineview Rd., Abbottabad. WTD 11/7/63.

★★ SWITZERLAND—Trade Mission

Firm desires raw materials for manufacture of ethical pharmaceuticals such as antibiotics or new clinically tested products. Medinova, Eggbuhlstrasse 14, Zurich. WTD 1/29/62. I.R. 177.★

Representative seeks agencies for ethical pharmaceuticals in France, West Germany, Switzerland, Benelux, Italy. Itasas AG, Commerce Industry Investments, Kornhausgasse 8, Basel. I.R. 30.

Wholesaler desires agency in Switzerland for pharmaceutical-ethical products. F. Uhlmann-Eyraud SA, Boulevard de la Cluse 28, Geneva. WTD 3/25/61. I.R. 197.★

THAILAND—All kind of pharmaceutical products. Sincere Pharmacy, Ltd., Partnership, (importer, wholesaler), 281 Soi Nakbamrung, Bamrung Muang Rd., Bangkok.

284 Soaps, Detergents, Cosmetics

BELGIUM—Beauty products such as hand and face lotions, lipsticks, creams, face powder, deodorants, eye make-up, other cosmetics, perfumery. Albert Haeleydt, (wholesaler), 18 Kattestraat, Aalst. WTD 6/26/63.

★★ MALAYSIA—Trade Mission

Low-cost cosmetics, pharmaceuticals in bulk for repackaging desired by manufacturer/wholesaler. Wells, (Malaysia), Corp., 209, China Insurance Bldg., Jalan Tuanku Abdul Rahman, Kuala Lumpur. NCIA I.R. 88.

★★ SWITZERLAND—Trade Mission

Firm desires agency in Switzerland for cosmetic products and perfumery products. F. Uhlmann-Eyraud SA, Blvd. de la Cluse 28, Geneva. WTD 3/25/61. I.R. 197.★

Manufacturer seeks distributorship for aerosol, cosmetic specialties. Spray-Pak GmbH, Hardgutstrasse 30, Postfach, Zurich 40. I.R. 113.

Manufacturer/distributor seeks to serve as agent or to import on own account waxes and cleaners for Swiss industrial markets. G. Grisard SA, P.O.B. 11, Bussifny/Lausanne (VD). I.R. 212.

Distributor seeks additional lines of toiletries, household products. Promena AG, Lohweg 10, Basel. WTD 1/30,59. I.R. 31.

285 Paints, Varnishes, Lacquers, Enamels

● **BURMA**—White and red lead powder 7½ tons, aluminum paint 140 gal. and raw linseed oil 500 gal. Tender No. GH/15/G-11D/63/64, bid deadline December 19, 12:00 noon. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WOrth 7-3512).

FRANCE—Floor coatings, all kinds. Ets. Marcel Miguet, (dealer), 29-31 rue Titon, Paris II. WTD 2/18/63.

GERMANY—Stains, paints for wood painting (interior and exterior); requests replies from manufacturers only with price quotations cif Dutch or German ports. Direct purchase. Osetrmann & Scheiwe, (importer), Postfach 1081 or 31 Hafenweg, 44 Muenster/W. WTD 10/25/63.

★★ MALAYSIA—Trade Mission

Agency for paints, lacquers, finishes. Sarawak Enterprises, P.O. box 442, Kuching, Sarawak. I.R. 387.

Agency for full line of specialty paint products, chemical coatings. Sarawak Enterprises, P.O. box 442, Kuching, Sarawak. I.R. 388.

General contractors seek exclusive distributorship for quality line of U.S. paint and waterproofing materials. Dallas Corp., 169-3C, New Bridge Rd., Singapore 1. I.R. 140.★

Rust proofing chemicals, special protective coatings for ferrous, non-ferrous metals, with technical know-how. Jenolite, (F.E.), Ltd., 9/10 Phillip St., Singapore 1. I.R. 190.★

★★ SWITZERLAND—Trade Mission

Manufacturer/distributor will act as agent or import on own account paints and protective coatings for Swiss industrial markets. G. Grisard SA, P.O.B. 11, Bussigny/Lausanne (VD). I.R. 212.

286 Gum, Wood Chemicals

FRANCE—Lignin; requests replies in French. Iris SA, (refiner), 78 rue de Verlinghem, Quesnoy-sur-Deule (Nord).

287 Agricultural Chemicals

● **IRAQ**—Calcium cyanide, 40-50%, tender 27/63, bid deadline December 8. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WOrth 7-3910).

★★ MALAYSIA—Trade Mission

Agricultural consulting firm seeks exclusive distributorship from U.S. manufacturer of agricultural chemicals consisting of insecticides, weedkillers, soil sterilants. Chan Kwai Shang Co., P.O. box 678, Jesselton, Sabah. I.R. 321.

Agricultural consultant/importer desires agricultural chemicals, including fluid and dry insecticides with equipment, such as knapsack sprayers, dusters. Chan Kwai Shang, P.O. box 676, Jesselton, Sabah. NCIA I.R. 318.

Basic components of agricultural chemicals in bulk form. Merchandise & Produce, Ltd., 5 George Lee Chambers, Clemenceau Ave., Singapore. I.R. 193.

Manufacturer of agricultural and industrial chemicals wants distributorship for insecticides, weed killers. Borneo Sumatra Trading Co., (F. of M.), Ltd., P.O. box 518, Kuala Lumpur. WTD 9/25/61. I.R. 40.

Fertilizers wanted by importer/wholesaler. Interocean Mariner, Overseas Union Bank Bldg., 1st Fl., Jalan Tunkun Abdul Rahman, Kuala Lumpur. NCIA I.R. 75.★

MOROCCO—DDT-75 (to be used wet), copper oxychloride (micronized), dithane (zinebe) 100 metric tons each. Quotations cif Casablanca; requests replies in French. Trade Opportunities Staff, BDSA-111, Rm. 4203, Box MO-70, Department of Commerce, Washington, D.C., 20230.

289 Chemical Products

★★ MALAYSIA—Trade Mission

Dry chemical fire equipment as representative. Borneo Co., P.O. box 141, Kuching, Sarawak. I.R. 331.

Insecticides (domestic), similar sundries. Eastern Bazaar, 8 Bishop St., Penang. NCIA. I.R. 93.

291 Petroleum Refining

★★ SWITZERLAND—Trade Mission

Distributor for Switzerland seeks additional specialized lubricants. Lanz & Brechbuhl, Aarbergergasse 16, Bern. WTD 6/11/57. I.R. 182.

Importer seeks agencies for specialized industrial oils, lubricants. Georg Schiess, Predigergasse 9, Zurich 1, I.R. 183.

Manufacturer/distributor seeks specialized lubricants for industrial markets. Will act as agent or will import on own account. G. Grisard Sa, P.O.B. 11, Bussigny/Lausanne (VD). I.R. 212.

Importer of lubricants seeks additional lines for sales to industrial and auto repair outlets presently established. Molydal Co., SA, 18, Grand-Pont, Lausanne (VD). I.R. 232.★

295 Paving, Roofing Materials

AUSTRALIA—Brick siding, made of laminations of wood pulp and asphalt with brick crystal surfacing. Mr. Moncrieff, Brixite, (Aust.), Construction Co. Pty., Ltd., (building constructors), 2 Musgrave St., Mosman, N.S.W.

299 Products of Petroleum, Coal

★★ MALAYSIA—Trade Mission

Petroleum products importer interested in lubricating oils, grease. Chinese Malaya Co., 180 Telok Ayer St., Singapore L. I.R. 240.★

Contacts desired with bulk crude oil manufacturers. Interocean Mariner, Overseas Union Bank Bldg., 1st Fl., Jalan Tuankun Abdul Rahman, Kuala Lumpur. NCIA. I.R. 75.★

301 Tires, Tubes

▪ **BOLIVIA**—Tires, mud and snow tread type, or equivalent, 724, various sizes and descriptions; tubes, various sizes, 844. Invitation No. 102. PA No. 511-898-256-2201. Limited worldwide (898). Yacimientos Petroliferos Fiscales Bolivianos, Casilla 401, La Paz. Cable: YACIBOL, La Paz. Copies of detailed specifiations, special instructions and conditions and bid forms may be obtained from the Embassy of Bolivia, 1145 - 19th St., NW., Washington, D.C. SBC-456.

★★ SWITZERLAND—Trade Mission

Auto dealer seeks line of U.S. tires, tubes, European sizes. Agence Americaine, Automobiles SA, Viadukstrasse 45, Basel. I.R. 40.

302 Rubber Footwear

★★ SWITZERLAND—Trade Mission

Wholesaler/retailer desires exclusive distributorship for rubber footwear. Gebruder Schneider AG Biglen, Ryffligasschen 8, Bern. I.R. 37.

306 Fabricated Rubber Products

LIBYA—Flexible industrial hose, internal dimensions $\frac{3}{16}$" up to 2": rubber core, double braid protection; rubber core, single braid protection; rubber core, double braid protection plus outer rubber protection; requires 500 feet each of 25 different sizes. Fittings, 25 to 50 each of approx. 80 different types; adaptors. Requests quotations cif Tripoli. Citexo, (U.K.), Ltd., (wholesaler, retail, import, construction work), 10 Sharia Geddah, Tripoli.

★★ MALAYSIA—Trade Mission

Manufacturer of rubber specialty products seeks sources for specialized rubber mechanical items. Merchandise and Produce, Ltd., Clemenceau Ave., Singapore. I.R. 139.

NORWAY—Surgeons' gloves. Requests replies from manufacturers not already represented in Norway. Jean Mette A/S, (importer, wholesaler, retailer), 3 Tordenskioldsgate, Oslo. WTD 8/13/63.

307 Plastics Products

ENGLAND—Good quality vinyl floor tiles and finishes; plastic wall and ceiling veneers; any small plastic building items. Agency and direct purchase. Overseas Buyers, Ltd., (importer, wholesaler), Monotype House, Fetter Lane, London, EC.4. WTD 6/14/63.

FRANCE—Plastic household articles; requests replies in French. Direct purchase and agency. Jean Briand, (wholesaler), 34bis rue Chateaubriand, Saitt-Brieuc (Cotes du Nord).

★★ MALAYSIA—Trade Mission

Line of vinyl floor tiles sought from U.S. manufacturer. Connell Bros. Co., (M), Ltd., 161 Cecil St., Singapore 1. WTD 12/13/61. I.R. 264.

Importer of building materials desires agency for vinyl floor covering and paneling. Universal Trading Co., (1947), Ltd., 2nd Fl., Fui Chiu Bldg., Foch Ave., Kuala Lumpur. WTD 6/23/55. I.R. 55.

Wholesaler seeks contacts with vinyl flooring manufacturers. Societa Commissionaria De Esportazione E.Di Importzione, (Inc. in Switzerland), 91 Campbell Rd., Federal Auto Bldg., Kuala Lumpur. WTD 9/12/62. I.R. 63.★

Manufacturer of handicrafts, textiles, silver items interested in contacting suppliers of zippers, buttons, hooks, eyes, rubber pipe bits. Small Industries Service Center - Rida, 10, Jalan Templer, Petaling Jaya, Kuala Lumpur. NCIA. I.R. 77.★

★★ SWITZERLAND—Trade Mission

Importer desires Swiss and/or European agencies for household plastics. Ahag Handels AG, Bahnhofstrasse 80, Zurich. I.R. 120.

TURKEY—Plastics: polystyrene, general purpose, impact grades. Erdem Ilmen, (importer, agent), 2nci Vakif Han 35-36, Sultanhamam, Istanbul. WTD 10/9/62.

311 Leather Tanning, Finishing

FRANCE—Sheep skins. Request replies in French. Ets. Volta Sports, (manufacturer, importer, exporter), 39 rue Volta, Paris 3. WTD 4/2/63.

★★ SWITZERLAND—Trade Mission

Swiss commission merchant seeks all grades wool sheepskins for coats and wool shearlings for linings, good quality sides for shoes. Winter Freres & Cie, Cuirs en Gros, Nauenstrasse 65, Basel. WTD 12/20/62. I.R. 84.

Manufacturer seeks direct sources for leathers used in coat production. Soditex Sa, (Societe de Diffusion Textile), 34, rue des Noirettes, Geneva. I.R. 210.★

314 Footwear, except Rubber

★★ SWITZERLAND—Trade Mission

Wholesale/retail organization desires exclusive distributorship in Switzerland for shoes for men, women, children. Gebruder Schneider AG Biglen, Ryffligasschen 8, Bern. I.R. 37.

317 Handbags, Personal Leather Goods

★★ MALAYSIA—Trade Mission

Exclusive distributorship sought for line of pocket books from U.S. manufacturer. Mubaruk & Bros., 63 Bras Basah Rd., Singapore 7. I.R. 242.

320 Stone, Clay, Glass Products

★★ MALAYSIA—Trade Mission

Building materials importer/wholesaler desires to represent U.S. manufacturers and/or suppliers of building materials including water proofing systems for flat roofs (under tropical conditions). Guthrie & Co., (Malaya), Ltd., 4 Jalan Mountbatten, Kuala Lumpur. WTD 3/15/63. I.R. 78.★

Concrete roofing tiles. Malayan Restaurant, (Overseas), Ltd., 205 Jalan Tuanku Abdul Rahman, Kuala Lumpur. NCIA. I.R. 10.

322 Glass, Glassware

FRANCE—Crystal and glass tableware; requests replies in French. Direct purchase and agency. Kitzinger Freres, (glassware manufacturer, importer, dealer), 153 rue du Faubourg St-Denis, Paris.

★★ MALAYSIA—Trade Mission

Desires to be agent for U.S. manufacturer of glass advertising specialties. Dallas Corp., 169-3C New Bridge Rd., Singapore 1. I.R. 142.

★★ SWITZERLAND—Trade Mission

Wholesaler of hardware, household goods seeks new items for glassware departments. Fritz Blaser AG, Huningerstrasse 40, Basel. WTD 7/5/61. I.R. 32.★

323 Glass Products

★★ MALAYSIA—Trade Mission

Seeks agency for U.S. glass, corrugated sheet plastics. Ultimate interest is joint venture in plate or sheet glass factory. O. Bacha Myan Sahib, 87A Paul St., Seremban. NCIA. I.R. 1.

326 Pottery

FRANCE—Insulating products. Ets. Marcel Miguet, (dealer), 29-31 rue Titon, Paris 11. WTD 2/18/63.

NIGERIA—Kitchenware (china, porcelain) household. Origbenga & Sons, (general merchant), 7 Holloway St., P.O. box 2903, Lagos. WTD 11/5/63.

★★ SWITZERLAND—Trade Mission

Wholesaler servicing retail coops interested in plastic household items such as salad bowls, freezer jars, milk jars, kitchen utensils, dinnerware, cutlery; also bathroom scales, barbecue items, aluminum camping chairs, paper plates, cups, picnic items, hot water bottles. Verband Schweiz, Konsumvereine (V.S.K.) Thiersteinerallee 14, Basel. WTD 11/2/62. I.R. 7.★

327 Concrete, Gypsum, Plaster Products

■ **KOREA**—Crude gypsum, approx. 6,666 mt., max. size 4 in. dia. to dust, SO_3, 44.7% min., gypsum contents 94% min. Two quotations to be furnished. F.o.b. cif/c&f Pusan on 100% U.S. liner vessel. Reference No. FFO-SAI-3-732. Quotations date December 10. Korea Cement Mfg. Co., Ltd., #16, 1-Ga, Ulchiro, Choong-Ku, Seoul. SBC-456.

329 Abrasives, Asbestos, Nonmetallic Mineral Products

■ **INDIA**—Graphite bars, 9200 pieces, 5 x 50 x 455 mm., made of normal electrographite quality hl, completely machined; anode stems, 1040 pcs., dia. 65/92 x 203 mm. made of dense grade graphite, hpl quality, completely machined; anode plates, 1020 pcs., 82.5 x 12 x 431 mm. with dacet 20 mm. x 45° graphite anode plates, made of special electrographite quality hpl-9 with vanadium max. content 20 p.p.m., complete machined. Import license No. 978238/DLF-157/62/HQ/CG.III. Loan No. 386-A-032 (DLF-157). U.S. source. Reference No. 13(16)/63-AID-11. Quotations date December 5. The National Newsprint and Paper Mills, Ltd., Nepanagar, M.P. Additional information may be obtained from M/s. Krebs & Co., Ltd., 20 Clorideustrasse, Zurich, Switzerland; or, M/s. Great Lakes Carbon Corp., 18 East 48th St., New York, N.Y. SBC-451.

★★ MALAYSIA—Trade Mission

Distributor for line of U.S. absorbent clays. Borneo Company, P.O. Box 141, Kuching, Sarawak. I.R. 330.

PAKISTAN—Silica and quartz washing and sieving plant, 4 tons per hour capacity, with diesel/electric engine, 200/220 or 400/440 volts, 50 cycles, A.C. Ghulam Sarwar Khan and Sons, (mine owners/lessee), H-135 Murree Rd., Rawalpindi. WTD 11/7/63.

★★ SWITZERLAND—Trade Mission

Firm desires to represent producer of mica. Ferrolegeringar AG, Seefeldquai 43, Zurich 8. WTD 10/13/54. I.R. 93.

330 Primary Metal Industries

★★ SWITZERLAND—Trade Mission

Importer desires agencies for metals, tubing, extrusions, wire, materials for transformers. Georg Schiess, Predigergasse 9, Zurich 1. I.R. 183.

331 Steel Mill Products

● **BURMA**—Galvanized wire strand, 7 ply x 18 swg, 200 cwts and 7 ply x 16 swg, 200 cwts. Tender No. GH/16/G-II.D/63-64, bid deadline December 19. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202 WO 7-2363).

● **ECUADOR**—Concrete reinforcing bars, from new billets, ¼" to 1" in dia., 13,800 cwts; galvanized wire, 28 ga. 200 cwts. Bid No. 2, deadline Dec. 9. Gerencia, Empress de Alcantarillado, Municipalidad de Quito, Quito. Copy of specifications, terms and condition are available in Spanish.★ (Telephone: 202-WO 7-2363).

■ **INDIA**—Steam pipes and fittings for steam services for turbine house, including seamless steel pipe, 12" x .375", 325 ft. and other sizes and quantities. Import license No. 988873/DLF.157/61/HQ-CG.I. Reference No. 41(813)/63-AID-II. Loan No. 386-A-032 (DLF-157). U.S. source. Quotations date December 18. The National Rayon Corp., Ltd., Bombay, through The Chemtex, Inc., 850 Third Ave., New York, N.Y.★ SBC-451.

■ Cold drawn seamless steel tubes to specification bs 080 CDS-2, 2640 rft.; cold drawn seamless steel tubes to spec. bs 980 CDS-4; cold drawn seamless steel tubes to spec. bs 980 cds-8. Inquiry No. A-9311. Bearings for Ambassador cars, inquiry No. A-9312; Components for Ambassador cars, various descriptions, large quantities, inquiry No. A-9313. Import license No. A-546824. Reference No. 61(3)/63-AID (1)-082. Loan No. 386-H-082. U.S. source. Quotation date December 31. Hindustan Motors, Ltd., Uttarpara, Hooghly. Cable: HINDMOTOR, Uttarpara.★ SBC-451.

■ **PAKISTAN**—Electrical steel sheets, unpickled, unoiled, insulated both sides, watt loss 2.63/2.70 per kilo AB., 10,000 gausses, 50 cycles, size 8' x 3" x .018", 26G, in accordance to specification M-43, approx. 150 tons, packed 2 tons max., in protected export metal containers. Import license No. 351543. Loan No. 391-H-066. U.S. source. Quotations date December 17. Metalex Corporation Ltd., Guramkhan Street, Lawrence Rd., Karachi 3. Cable: ELECTFANS. SBC-460.

THAILAND—Steel scrap. A copy of classification of type scrap desired is available on a loan basis from the Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4674). Chue Chin Hua, Ltd., Partnership, (manufacturer), 627 Mahachak Rd., Bangkok.

■ **TURKEY**—Unassorted electrolytic tinplate waste waste, 0.25 lb. coating, or better, soft temper, all bright material, in sizes of 18 x 24" and larger, in baseweights of 110/120 lb.; unassorted electrolytic tinplate waste waste, 0.25 lb. coating, or better, soft temper, all matte finish, in sizes 18 x 24" and larger, in baseweights of 75/100 lb. or 112 lb. and heavier, packed in multiple packages full paper lined, metal containers for export of approx. 2000 lb. $5,000 cif. Import license No. 002165. Loan No. 277-H-043. U.S. source. Quotations desired by December 10. Kolmaz Ticaret Evi-Hrant Canbeden, Fermenciler cad. No. 100, Galata, Istanbul. Subject to GSA Defense Materials Services procedure. SBC-452.

■ Electrolytic tinplate superdraw in multiple package metal containers of approx. 2,000 lb. net each, on solid platforms with runners 2½" high, full paper lined. 100 and 107 lb. base weight, $20,000 C&F. Import license No. 2152. Loan No. 277-H-043. Quotations date December 10. Turk Petrol ve Madeni Yaglar Tas, Bankalar Cad. Assikurazioni Generali Han Kat 4, Istanbul, Galata.

■ Electrolytic tinplate, 80 tons, U/A temper 3, 0.25 lb. coating, 95 lb. base weight, matte finish material or bright, size 21 x 30 and 20 x 28", packed on export skids of about one ton average. IL#002211. Santral Ithalat ve Ihracat, Jak ve Vitali Toledo Koll. Sti. Finsikcilar Cam Proselen, Han Kat 6 No. 27, Istanbul. Cable: PORSELEN.

■ Coke tinplate, standard, first quality, tin coating 1.25 lb. base weight 107 lb., 18¾"x 28", 70%, 20"x 30", 30%; coke tinplate waste waste, material tin coating 1.25 lb., size 18¾ x 28" and larger, all soft temper, assorted to one size and gauge per skid, weight basis 100-107 lb. without holes and spots. $10,000 c&f. IL#29/086288. Bereket Ticaret A. S., Sehit-Fethi Bey Cadd. No. 6, Izmir.

All the above are for loan No. 277-H-043. U.S. source. Quotations date December 10. Subject to GSA Defense Materials Services procedure. SBC-453.

■ Hot rolled and annealed steel sheets, to sae 1010 or sae 1020, to show no cracks when bent 90° at 5 mm. radius, size 5 x 920 x 1000 mm., 80 mt.; 5 x 1600 x 2400 mm., 140 mt., min. elongation should be given in offer, ten sheets to be tied together with steel strips. File No. 11/Mut/8008. Import license No. 8345. Loan No. 277-H-043. U.S. source. Quotations desired by December 10. Makina ve Kimya Endustrisi Kurumu, Ankara. Cable: MAKKIM Ankara.

■ Corrugated galvanized steel sheets. Thomas commercial quality, 1.25 oz. zinc coating, per sq. ft., 114 mt., length 2000 mm., width of corrugation, Ca 100 mm., depth of corrugation, Ca 27 mm., working width 800 mm., thickness 0.75 and 1.00 mm., 114 mt.; same, but 400 mm. working width, 4 mt. Packed in bundles of about 100 kg., tied with iron hoops, 10 bundles packed together on wooden skids. File No. 12/Mut/8002. IL#8344. Loan No. 277-H-043. U.S. source. Quotations date December 10. Makina ve Kimya Endustrisi Kurumu, Ankara. Cable: MAKKIM, Ankara. SBC-455.

■ Unassorted hot dipped tin plate, 1.25 lb. coating 18¾ x 28, 20 x 30, both 107 lb.; electrolytic tin plate waste waste, assorted to size and base weight, 18 x 24 and larger, 80/107 lb; electrolytic tin plate cobbles, not assorted to size or base weight, 18 x 24 or 10 x 10 and larger, 80/107 lb. All offers required in original mill packing on c.i.f. basis. Subject to GSA Defense Materials Services procedures. IL#2137. PA No. 277-660-901-356-3226. Limited worldwide (901). Quotations date December 10. Suleyman Gehreli ve Ogullari Gur ve, Yaman Cehreli Koll. skt., Fermeneciler caddesi Cehreli han ¾, Galata, Istanbul. SBC-459.

■ Ferro manganese, 1600 m.t., in lumps each weighing 1.25 kgs., dia. of which will not be smaller than 5 cm.; Ferro silico manganese, 500 m.t., size of lumps 1"-10"; Ferro silicon, 300 m.t., in lumps weighing 1-25 kgs. Import license No. 8349. Loan No. 277-H-043. U.S. source. Bid deadline December 16. Turkiye Demir ve Celik Isletmeleri, Genel Mudurlugu, Karabuk. Detailed specifications may be obtained from the Turkish Embassy, Board of Counselors for Economic Affairs, 2523 Massachusetts Ave., NW., Washington, D.C. SBC-460.

333 Primary Smelting, Refining of Nonferrous Metals

● **INDIA**—Zinc slabs, grade zn 98.5%. Tender No. SR/50536-P/I, bid deadline January 2. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi-1. Tender forms are available from the Indian Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **CEYLON**—Aluminum sheet and treadplate, eleven items 16,950 pcs. Tender No. S/GT/419/64. Bid deadline January 1. Ceylon Transport Board, Supplies Division Werahera, Boralesgamuwa. Copies of tender available at Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C.

● **GREECE**—Self-supporting pvc insulated and pvc sheathed 2-pair cable (240,680 yd.), 5-pair cable (120,340 yd.), 10-pair cable (393,840 yd.). Tender No. 6271, bid deadline December 18. Hellenic Telecommunications Organization, Ltd., Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-2162).

● Supply of copper-covered steel wire (1,069,425 lb.), copper wire (926,100 lb.), in various dia.; copper strand, 25 sq. mm. (22,050 lb.). Tender No. 6266, bid deadline December 20. Hellenic Telecommunications Organization, Ltd., Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-2162).

● Supply of hard copper wire, 3 mm. (93,712 lb.); hard copper wire 2.5 mm. (33,075 lb.); tempered copper wire, 1.5 mm. (1,543 lb.); galvanized steel wire, 3 mm. (73,867 lb.). Tender No. B/833, bid deadline December 23. Ministry of Commerce, State Purchases Directorate "B," 50 Socratous St., Athens.★ (Telephone: 202-WO 7-2162).

■ Manufacture and testing of single core paper insulated, lead sheathed, hard pvc covered cable, of nominal voltage of 20 kv, working voltage 22 kv, having cross section of 500 sq. mm. Manufacture and testing of outdoor type, pole mounted, single pole end boxes, for the termination of single core nky type, to vde 0255 cables. Reference No. 542. Bid deadline December 5. Public Power Corp., Athens Piraeus Division, 4 Korai St., Athens. Loan No. 240-H-028. U.S. source. If selected offer is from the U.S., purchases will be financed by AID, under loan cited, or with free dollars. Copies of specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. SBC-456.

● **NETHERLANDS ANTILLES**—Telephone ground cable, copper core .6 mm. paper air insulation. Quotations required NA guilders cif delivery in reels of 500 meters (547) yds. as follows: 5 x 2 x 0.6 (547 yds.), 5 x 4 x 0.6 (2,188 yds.), 151 x 4 x 0.6 (6,564 yds.), 30 x 4 x 0.6 (6,564 yds.), 50 x 4 x 0.6 (3,829 yds.). Bid deadline December 18; quotation must remain valid 30 days. Cable bids acceptable; include earliest 1964 delivery date and information re cable construction. Aruba Telephone Service, Oranjstad, Curacao.

PAKISTAN—Zinc, copper sheets for use in engraving. London Book Co., Edwards Rd., Rawalpindi. WTD 11/5/63.

★★ SWITZERLAND—Trade Mission

Firm desires to represent producer of magnesium metal. Ferrolegeringar AG, Seefeldquai 43, Zurich 8. WTD 10/13/54. I.R. 93.

TAIWAN—Waste or used all aluminum cable and ACSR cables of optional sizes. China Wire & Cable Co., Ltd., (manufacturer), 22, Section 2 Kai Feng St., Taipei. WTD 8/17/62.

■ **TURKEY**—Aluminum ingot, 1-50, 99.5%, cif Istanbul. Approx. $5,300. Import License

No. 002209. Loan No. 277-H-043. U.S. source. Quotations date December 10. Dimitri Kapisizoglu ve Elefterios Dermosonluoglu Koll. Skt., Yemeneciler No. 64, Galata, Istanbul. Cable: KAPDER, Istanbul. SBC-455.

339 Primary Metal Industries

★★ MALAYSIA—Trade Mission

Hardware wholesaler seeks distributorship for line of aluminum and galvanized iron ventilators, shutters, roof vents. Tay Chee Ming, Box 184, Snadakan, Sabah. I.R. 358.

342 Cutlery, Hand Tools, General Hardware

AUSTRIA—Hand tools for metal working. Direct purchase and exclusive agency. Hilmar Becker, Maschinen- und Geraetehandel, (importer, distributor), 6 Anzengrubergasse, Linz/Danube.

ENGLAND—Door furniture, particularly concealed closers and hinges, stop and patent locking devices; locks of all kinds. Agency and direct purchase. Overseas Buyers, Ltd., (importer, wholesaler), Monotype House, Fetter Lane, London, EC.4. WTD 6/14/63.

FRANCE—Small garden tools and equipment. Requests replies in French. Direct purchase and agency. Comptoir General Horticole, (manufacturer), 5bis rue Exelmans, Versailles (Seine & Oise).

Small accessories for yachts, boats. Societe Mazura-Herson Bel, (manufacturer, importer, agent), 67bis Quai Branly, Paris 8.

Gardening tools, various related articles; requests replies in French. Direct purchase and agency. Jean Briand, (wholesaler), 34 bis rue Chateaubriand, Saint-Brieuc (Cotes du Nord).

★★ MALAYSIA—Trade Mission

Hardware tools wholesaler wants a high quality U.S. line of socket wrench and related tools. I.R. 323.

Wholesaler desires line of pre-packaged small hardware and housewares. Also other types of items suitable for retail through supermarkets. Fitzpatricks Food Supplies, (Far East), Ltd., 300 Orchard Rd., Singapore 9. WTD 1/18/62. I.R. 229.

Hardware wholesaler wants line of power lawnmowers, garden sprinklers, hardware specialties, hand tools. Tay Chee Ming, Box 184, Sandakan, Sabah. I.R. 357.

Importer of building materials desires fancy builders hardware such as quick set cabinet fittings. Koon Hoe & Co., 78 Chin Swee Rd., Singapore 3. I.R. 268.

NETHERLANDS—All types of agricultural tools. Direct purchase and agency. Van Gelder Compagnie N.V., (importer, wholesaler, exporter, agent), 709 Posthoornstraat, Rotterdam-1. WTD 10/29/63.

NIGERIA—Builders hardware. Mojisola Olufunlayo & Sons, (general merchant), 5 Holloway St., P.O. box 2668, Lagos. WTD 11/1/63.

SOUTH AFRICA—Frontdoor knockers, ornaments and other door furniture including armour door furniture. High price range. W.R. Boustred, Ltd., (importer, dstributor, indent agent), P.O. box 1525, Johannesburg. WTD 11/13/63.

★★ SWITZERLAND—Trade Mission

Import/wholesale firm seeks additional lines of hand and electrical tools for home and industrial use, cutters, reamers, drills, both hand and electrical. Bruetsch, Ruegger & Co., 53 Lowenstrasse, Zurich 1. WTD 12/13/62. I.R. 127.

Representative seeks agencies for hardware and accessories such as frames, locks, buckles, handles used in manufacture of handbags, luggage, belts. Paul Mathys & Co., Limmatstrasse 101, Zurich 5. I.R. 170.

Importer seeks Swiss and/or European agencies for household kitchen supplies. Ahag Handels AG, Bahnhofstrasse 80, Zurich. I.R. 120.

Sales organization seeks agencies for Switzerland in glassware, cutlery, china, housewares. Walter Berger, Falknerstrasse 12, Basel. I.R. 51.

Manufacturer seeks distributorship for electrical hand tools for professional and home use. Ludra, L. Drapalik & Co., Wurenlos (AG). I.R. 98.★

Buying office interested in new lines hardware. Fritz Blaser AG, Huningerstrasse 40, Basel. WTD 7/5/61. I.R. 32.★

343 Heating Apparatus, Plumbing Fixtures

ENGLAND—Central heating equipment for domestic space heating; solid fuel, gas or oil boilers; radiators; circulator pumps; calorifiers. Direct purchase and agency. Potteries Wall Tile & Fireplace Co., Ltd., "Ref-Kreet" Works, Adelaide St., Burslem, Stoke-on-Trent, Staffordshire. WTD 11/1/63.

High quality stanliness steel sinks, particularly corner units. Agency and direct purchase. Overseas Buyers, Ltd., (importer, wholesaler), Monotype House, Fetter Lane, London, EC.4. WTD 6/14/63.

■ **ISRAEL**—Closed feed water heaters, deaerating feed water heaters. S/A No. H1908 and H1909. Loan No. 271-H-080. U.S. source. Bid deadline December 15. Israel Electric Corp., P.O. Box 10, Haifa, where specifications, bid forms may be obtained upon payment of $15.00 per specification, prior to December 15. Delivery desired by late 1963. Tenders should refer to S/A No. and be prepared on basis of fas U.S. port of exit. Prices should be itemized to show both trade, cash discounts. Suppliers may devise own forms for submitting tender, in duplicate, to buyer. SBC-460.

★★ MALAYSIA—Trade Mission

Hardware wholesaler wishes the following on agency basis: electric water heaters in round shape or square shape in cistern type with all accessories for 220/230 v., a.c., capacity 5, 7, 10, 12, 15 and 20 gal. Catalogues requested. Also solid drawn copper tubes for domestic water or heating purposes of various sizes. Sing Kwong Trading Co., 144-A S. Brindge Rd., Singapore 1 NCIA. I.R. 252.★

Complete line of U.S.-made gas and electric heat-treating furnaces sought for distributorship by wholesale engineering firm. Jardine Waugh, Ltd., 204 Cantonment Rd., Singapore. I.R. 281.

Hardware wholesaler seeks distributorship of U.S. line of bathroom equipment. Also gas driven shallow well pumps. Tay Chee Ming, P.O. box 184, Sandakan, Sabah. I.R. 355.

Manufacturer of pipe fittings looking for U.S. sources of black and galvanized pipe fittings ⅛" to 3". Also fittings for 12" and larger welding steel pipe. Simalan Steel Industries, Ltd., Bonham Bldg., Rm. 12, Singapore. I.R. 199.

Distributorship for industrial ventilating fans, blowers. Harrison and Crossfield Sabah, Ltd., P.O. box 131, Sandakan, Sabah. I.R. 360.

Exclusive agency for power roof ventilators, forward and backward curve blowers, air handling units, package air conditioning assemblies up to 60 tons. Sarawak Enterprises Corp., P.O. box 442, Kuching, Sarawak. I.R. 377.

Seeks agency for 20 h.p. to 600 h.p. oil fired industrial and processed steam boilers. Paterson & Simon, 28 Old Market Sq., P.O. box 1010, Kuala Lumpur. WTD 9/18/62. I.R. 16.

NETHERLANDS—Gas stoves for domestic use, suitable for natural gas (about 60,000 b.t.u. an hour). Direct purchase and exclusive agency. N.V. Eximport Handelscompagnie, (sales agent), J.W. Brouwersplein 13, Amsterdam.

Gasburners for domestic use, suitable for natural gas. Direct purchase and exclusive agency. N.V. Eximport Handelscompagnie, (sales agent), J.W. Brouwersplein 13, Amsterdam.

NIGERIA—Plumbing materials. Mojisola Olufunlayo & Sons, (general merchant), 5 Holloway St., P.O. box 2668, Lagos. WTD 11/1/63.

SOUTH AFRICA—First quality bathroom equipment and fittings including fancy linen hampers. High price range. W. R. Boustred, Ltd., P.O. box 1525, Johannesburg. WTD 11/13/63.

★★ SWITZERLAND—Trade Mission

Wholesaler of valves, controls, combustion boilers interested in distributorship for: safety valves, zoning controls, heat controls, stainless steel valves, air conditioning controls, water softeners, water filtration plants, motorized valves, solenoid valves. H. Huber & Co., SA, Munchensteinerstrasse 270, POB 166, Basel 18. WTD 2/7/63. I.R. 16.★

344 Fabricated Structural Metal Products

ENGLAND—Windows and window furniture of steel or aluminum; ventilators and grilles; static and folding or rolling architectural grilles; other architectural metal works such as balconies, balustrades; ornamental lettering and numbering for signs and indicators. Agency and direct purchase. Overseas Buyers, Ltd., (importing, wholesaler), Monotype House, Fetter Lane, London, EC.4. WTD 6/14/63.

GERMANY—Steel doors. Stahl Schanz Frankfurt/Main G.m.b.H., (manufacturer), Laemmerspielerstrasse, 6052 Muehlheim/Main. WTD 11/12/63.

★★ MALAYSIA—Trade Mission

Distributorship desired for oil-fired package boilers, complete with controls, 1000 lb. steam per hr. and larger. Jardine Waugh, (Singapore), Ltd., 204 Cantonment Rd., Singapore. I.R. 278.

Wishes to serve as agent for U.S. manufacturer of aluminum and galvanized iron products such as louvers, shutters. Dallas Corp., 169-3C New Bridge Rd., Singapore 1. I.R. 141.

Distributorship for building products, specialty ventilators, skylights, jail cells, prefabricated steel buildings. Sarawak Enterprises, P.O. box 442, Kuching, Sarawak. I.R. 390.

Distributorship for glass sliding doors, aluminum, wood doors. Sarawak Enterprises, P.O. box 442. Kuching, Sarawak. I.R. 388A.

Agency for complete line of quality aluminum awnings projections, sliders and single hung windows and patio doors. Sarawak Enterprises, P.O. box 442. Kuching, Sarawak. I.R. 375.

Direct purchase of wire rope direct from manufacturer. Estimated need of 500 thousand annually. Sabah Timber Co., Snadakan, Sabah. I.R. 351.

345 Screw Machine Products, Bolts, Nuts, Screws, Rivets, Washers

ECUADOR—Nuts, bolts, rivets, washers, general hardware items. Sucesores de B. Vignolo & Hijos, S.A., (importer, wholesaler, retailer), Pichincha No. 328, P.O. box 411, Guayaquil. WTD 11/13/63.

★★ MALAYSIA—Trade Mission

Air conditioning equipment manufacturer desires pop rivets and screws from supplier, possibly leading to a joint venture in local rivet and screw factory. Carrier International, (M), Ltd., Lot 5 Jalan Kemajuan, Petaling Jaya. NCIA. I.R. 26.★

348 Fabricated Wire Products

BRAZIL—Wire springs for domestic washing machines. Requests fob and if possible cif Santos prices. Fábrica de Aparelhos e Material Elétrico "Fame" Ltda., (manufacturer), Caixa Postal 10,184, São Paulo.

PAKISTAN—Wire ropes, various diameters. Ghulam Sarwar Khan & Sons, (mine owners/lessee), H-135 Murree Rd., Rawalpindi. WTD 11/7/63.

349 Fabricated Metal Products

GERMANY—Iron and metal control valves of all kinds; direct purchase and/or agency. Request price quotation cif European ports, particularly interested in valves for use in aircraft. Spranger & Braukmann GmbH., (importer, wholesaler), 7120 Postfach or 37 Kirchfeldstrasse, 4 Duesseldorf. WTD 10/24/63.

Iron and metal vales and shut off nozzles for fuel storage tanks and tank transport vehicles; direct purchase and/or agency. Request price quotations cif European ports. Spranger & Braukmann GmbH., (importer, wholesaler), 7120 Postfach or 37 Kirchfeldstrasse, 4 Duesseldorf. WTD 10/24/63.

350 Machinery

★★ MALAYSIA—Trade Mission

Direct purchase of used machinery, specifically metals and wood working, printing, textile, chemical, refrigeration, food processing, heat treating, compressors, construction, road building. Also electric motors, fork lifts, trucks, cars, office machines. Sarawak Enterprises Corp., P.O. box 442, Kuching, Sarawak. I.R. 382.

Machinery—various new lines desired by wholesaler. William Jacks & Co. (Malaya), Ltd., The Embankment, Kuala Lumpur. WTD 3/9/61. I.R. 83.

★★ SWITZERLAND—Trade Mission

Importer seeks agencies for new types of machinery for industrial use, particularly road building and paving equipment, engines for building trades equipment, boats, farm use. Also adhesives for building industry. Promot AG, Safenwil (AG). I.R. 100.★

351 Engines, Turbines

★★ MALAYSIA—Trade Mission

Wholesaler interested in distributorship of complete U.S. line of outboard motors. Jardine Waugh, Ltd., 204 Cantonment Rd., Singapore. I.R. 274.

Wholesaler-distributor of auto parts, tyres, generators wishes to add U.S. line of outboard motors for distribution. Hock Hoe Hin, P.O. 59, Jesselton, Sabah. I.R. 325.

Automotive parts distributor/wholesaler seeks exclusive representation of U.S. light gas engine manufacturer. Oversea Motor, Ltd., 450/452 Victoria St., Singapore 7. WTD 3/20/63. I.R. 211.

Exclusive representation for U.S. manufacturer of outboard motors up to 80 h.p. The Borneo Co., Ltd., P.O. box 141, Kuching, Sarawak. I.R. 334.

Distributorship for complete line of boat outboard motors sought. Behn, Meyer & Co., Ltd., 44 Pudu Rd., Kuala Lumpur. WTD 9/5/61. I.R. 61.

PHILIPPINES—Air-cooled gasoline engines (1hp-15hp) for marine and industrial use. Direct purchase and exclusive distributorship. Aboitiz Marketing Corp., (importer, wholesaler, retailer, selling agent), 246-250 Legaspi St., Cebu City. WTD 10/25/62.

352 Farm Machinery

FRANCE—Arboricultural apparatus and equipment; requests replies in French. Direct purchase and agency. AGRAM, (manufacturer), 35 rue de Paris, Pantin (Seine).

Fowl-breeding material. Direct purchase and agency. Selecto—R. Mazarguil & Cie, (manufacturer), 123 rue St-Denis, Dreux (Eure & Loire).

Tools for gardening: lawn-mowers, sprinklers. Direct purchase and agency. Produits Metallurgiques A. Gueury, (importing distributor), 44 bld de la Bastille, Paris 12e. WTD 12/4/61.

ITALY—Agricultural tractors; motor cultivators. Ricambitalia S.r.l. (agent), Corso Galileo Ferraris, 63/a, Turin. WTD 7/30/63.

★★ MALAYSIA—Trade Mission

Wholesaler wishes to import U.S.-made agricultural implement of all varieties. The Eastern Union Trading Co., 19a/23a Cecil St., Singapore 1, I.R. 248.★

U.S. line of fertilizer spreaders sought for distributorship. Chan Kwai Shang Co., P.O. box 678, Jesselton, Sabah. NCIA. I.R. 322.

Real estate developer wishes to represent U.S. manufacturer of agricultural machinery and contracting fields, particularly in land filling and dredging. Would also consider direct purchase of concrete products machinery. Liman Industrial Development, Ltd., P.O. box 325, Jesselton, Sabah. I.R. 312.

Agricultural equipment such as caterpillar tractors desired. Hilton, Ltd., 43a Telok Ayer St.. Singapore.★

Farm implements, especially cultivators, harrows, carry lifts. Sarawak Enterprises Corp., P.O. box 442, Kuching, Sarawak. I.R. 383.

Small to medium sized agricultural tractors. Also presses for extracting palm oil. North Borneo Trading Co., Sandakan, N. Borneo. I.R. 354.

Manufacturer/wholesaler of agricultural chemicals seeks distributorship of insecticide sprayers (portable knapsack models). Borneo Sumatra Trading Co., (F. of M.), Ltd., P.O. box 518, Kuala Lumpur. WTD 9/25/61. I.R. 36.

Manufacturer of agricultural chemicals seeks distributorship for fertilizer spreaders. Borneo Sumatra Trading Co., (F. of M.), Ltd., P.O. box 518, Kuala Lumpur. WTD 9/25/61. I.R. 37.

NETHERLANDS—All types of farm machinery, equipment. Direct purchase and/or agency. Van Gelder Compagnie N.V., (importer, wholesaler, exporter, agent), 7-9 Posthoornstraat, Rotterdam-1. WTD 10/24/63.

★★ SWITZERLAND—Trade Mission

Manufacturers' agent seeks distributorship for lawn and garden power equipment. Intervend GmbH, Buckhauserstrasse 28, Zurich 9/48. WTD 6/24/63. I.R. 102.

353 Construction Machinery

■ **GREECE**—Grabs, various sizes, for handling coal, sand, stones, 7 each, grab 7½ cu. yd., capacity for bridge crane; hook and pulley return blocks for use with diesel driven cranes, 4 each. Ref. No. 538. Loan No. 240-H-028. U.S. source. If selected offer is from the U.S., purchases will be financed by AID, under loan cited, or with free dollars. Bid deadline December 19. Kingdom of Greece, Port of Piraeus Authority (OLP), Akti Miaouli and II Merarchias Corner, Lykiardopoulou Bldg., 6th Fl., Piraeus. Copies of specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. SBC-456.

■ **INDIA**—Melting equipment; moulds, various; electric chain hoists, 2000 and 4000 lb. capacity; portable electric sheet metal shear. Import license No. 978370/DLF-157/62/HQ-CG.IV. Loan No. 386-A-032 (AID Loan 157). U.S. source. Quotations desired by December 30. Union Carbide India Ltd., 1 & 3, Brabourne Rd., Calcutta 1. Cable: UNICARBIDE, Calcutta.★ SBC-451.

■ Intake gate for interconnecting tunnel; hoisting arrangement, gears for same. Tender No. S/163/AID. Loan No. 386-H-061, U.S. source. Bid deadline December 11. Kerala State Electricity Board, Trivandrum. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. SBC-460.

★★ MALAYSIA—Trade Mission

Seeks machinery and equipment for digging and washing sand at river bank—particularly shovel to be mounted on barge, small suction dredge with capacity of at least 400 tons per day. Jin Hoe Co., Ltd., 12 Main Bazaar, Kuching, Sarawak. I.R. 291.

Heavy tractors, used, similar to #D6, 7, 8, TD24 & 18. New undercarriages, engine overhauled with Hyster winches and mechanical or hydraulic angle dozers. Also 40 to 60 ton crane for ship unloading. Coronation Nursery Co., 341 Bukit Timau Rd., Singapore. NCIA. I.R. 418.

Timber and sawmill operation seeks agencies for all types of heavy equipment especially hydraulically controlled industrial equipment tractors, tank trailers for liquid fertilizers and compressed gases, concrete trucks, power buggies, vibrators, screening and finishing machines. Sarawak Enterprises Corp., P.O. box 442, Kuching, Sarawak. I.R. 380.

Distributorship for line of U.S. road and construction maintenance and municipal equipment. Harrison and Crossfield, P.O. box 131, Sandakan, Sabah. I.R. 362.

Representation for U.S. manufacturer of asphalt airport and highway equipment. The Borneo Co., P.O. box 141, Kuching, Sarawak. I.R. 332.

Machinery to produce concrete roofing tiles. Malayan Restaurant, (Overseas), Ltd., 205 Jalan Tuanku Abdul Rahman, Kuala Lumpur. NCIA. I.R. 10.

● **PAKISTAN**—4 crawler mounted draglines, 75-85 hp. diesel powered, ¾ cu. yd. capacity, a number of accessories and spare parts up to 10% value of machine, tender No. S-8/111/Engg/63-64, bid deadline December 12; 4 vibratory rollers, air cooled petrol engine, similar to bw 65 bomag of a.c.f. machinery Ltd.—

10% spare parts, tender No. S-8/633/Engg/63-64, bid deadline December 10; 2 tractor dozers, hydraulic operated wheel type, 2 or 4 cycle 122 hp diesel engine, torque converter, tire size 18.00 x 25, speed 20 mph.—accessories and 10% spare parts, tender No. S-8/119/110/Engg/63-64, bid deadline December 12; 2 diesel road rollers, 48.5 hp. at 1600 rpm. equipped with scarifier and accessories, tender No. S-8/336/Engg/63/64, bid deadline December 9. Each tender available at Rs. 5/00 per set, not refundable. The Secretary to the Government of East Pakistan Commerce, Labour & Industries Dept., Dacca.★ (Telephone: 202-WO 7-5566).

■ Concrete mixers, 14 Nos., 9 cu. ft. with spare parts; road rollers, 8 to 10 ton capacity, 2 nos.; with spare parts. Tender No. VA-3/1-066/68104/4/63.

■ Tipping trucks, 5/7 ton capacity, 2 nos. with three way automatic unloading drive, spare parts. Tender No. VA-3/1/L-066/68120/63.

■ Pneumatic wheel tractor with bulldozer and spare parts. Tender No. VA-3/1/L-066/68105/63.

All the above are for loan No. 391-H-066. U.S. source. Bid deadline December 15. Government of Pakistan, Dept. of Investment Promotion & Supplies, V&A Directorate, Karachi. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-460.

Mining equipment: pneumatic tools, shovels, steel chisels, hammers, forks, axes, mesh of different sizes. Ghulam Sarwar Khan and Sons, (mine owner/lessee), H-135 Murree Rd., Rawalpindi. WTD 11/7/63.

★★ SWITZERLAND—Trade Mission

Agent seeks lines of building and construction machinery; concrete mixers, vibrators, equipment to manufacture materials, machinery. Dr. J. Rothenberger, Textile Engineer, Kronleinstrasse 49, Zurich 7. WTD 8/20/63. I.R. 131.

Importer wishes road building machinery, equipment. Gautschi & Co., Dreikonigstrasse 32, Zurich 2. WTD 10/7/53. I.R. 173.

Machinery importer seeks lines of road building machinery for distribution in Switzerland. P. Mueller & Co., Autogen Hendress AG. Horgen, Horgen ZH. WTD 9/19/63. I.R. 81.

Distributor seeks additional lines of construction machinery, equipment. Wahl Lehmann, Sihlquai 55, Zurich 5. I.R. 155.

354 Metalworking Machinery

AUSTRIA—Metalworking machine tools including special purpose machinery. Direct purchase and exclusive agency. Hilmar Becker, Maschinen- und Geraetehandel, (importer, distributor), 6 Anzengrubergasse, Linz/Danube.

ECUADOR—Machinery to manufacture graphite pencils; requests replies in Spanish. Enrique Chavez Pino, (agent), V.M. Rendon No. 1010, P.O. box 5743, Guayaquil. WTD 10/15/63.

FRANCE—Machine-tools for sheet iron processing; requests replies in French. Direct purchase and agency. Societe Auxiliaire D'Importation & De Distribution, (metal working), 7 rue Lincoln, Paris 8e.

Machine tools for use in boiler works. Marcel Lefort & Fils, (manufacturer), 61-67 rue Carnot, Rosendael (Nord).

GERMANY—Magnetic tools, carbide tools, all kinds of cutting tools; must be competitive on German market. Requests replies in German. Karl Assfalg, (wholesaler), 7073 Lorch, Wuerttemberg. WTD 4/23/62.

■ **INDIA**—Table type horizontal boring machine, approx. working area of table 1200 mm. x 1400 mm. boring capacity 50 to 400 mm., height of spindle to bed, 1200 mm., at least, min. cross travel of bed, 1000, min. longitude travel of bed, 1400 mm., min. boring depth at one setting, 1000 mm., performing boring and facing, complete with attachments and micro boring and facing, No. CRN/1/63. Sliding, surfacing and screw cutting lathe, No. CRN/2/63. Portable horizontal boring machine, No. CRN/3/63. Electric rivet heater, capacity up to 1" dia m.s. rivet, No. CRN/4/63. Wheel press with 500 mm., opening capacity 150 tons, No. CRN/5/63. Groove milling machine, capacity up to 40 mm., groove width x 400 mm. length, No. CRN/8/63. Cold circular saw, capacity 1000 to 1200 mm., No. CRN/9/63. Key seating machine, stroke 500 mm., No. CRN/10/63. Vertical turrent lathe, swing dia., 1000 mm., No. CRN/11/63. Centering machine, capacity for shafts up to 200 mm. dia., No. CRN/12/63. Hydraulic or mechanical press brake, No. CRN/13/63. Floor type horizontal boring machine, CRN/14/63. Centre lathe, surfacing, sliding and screw cutting, 2500 mm., No. CRN/15/63. Import license No. 978381/DLF/157/62/HQ/CGIII. Reference No. 5(17)/62-AID.II. Loan No. 386-A-032 (DLF-157). Quotation date December 24. Hindustan Motors, Ltd., Hooghly, West Bengal. U.S. source. Cable: HINDMOTOR, Uttarpara. ★SBC-451.

■ Hydraulic copying attachment for Universal application to centre lathe of 6"/8" centre, max. dia. to be copied, 3.¼", copying length up to 60", max., complete with centre lathe 14" centre 12' to 14' bed; accessories, 12 items; super finish rolling tools, 6 Nos.; Metco metallizing wires; greasing machines; 10 Nos.; vacuum cleaner; road roller; spares for Black & Decker vibrocentric valve seat grinder, large nos.; spares for vibrocentric stone dressing stand type AB. Import license No. 978284/62/HQ.CG. Ref. No. 4(322)/62-AID-II. Loan No. 386-A-032 (DLF-157). U.S. source. Quotations desired by December 30. The Bombay Electric Supply & Transport Undertaking, Best House, Colaba, Bombay, 1 BR. Single copies of drawing may be obtained from the Office of Small Business, Agency for International Development, Rm. 2120 Barton Hall, Ohio Drive & Independence Ave., SW., Washington, D.C. SBC-457.★

■ Dial scale marking, engraving, printing machine, precision automatic lathe, set measuring tools, calipers, verniers, 16 items. Import license No. 12(7)/63-AID-II. Loan No. 386-A-032 (DLF-157). U.S. source. Quotation date December 25. W. J. Alcock & Co., (P) Ltd., 7, Hastings St., Calcutta 1. Cable: DECIBEL.★ SBC-457.

★★ MALAYSIA—Trade Mission

Machinery for the manufacture of twist drills. P. Lal Store, P.O. box 435, 49 Batu Rd., Kuala Lumpur. NCIA. I.R. 27.

PAKISTAN—Grinding machines for silica sand, different size mesh, working with diesel engines of different capacities; grinding machines for fire clay, gypsum, ochers, up to 1-ton capacity per hour, with diesel/electric engines. Ghulam Sarwar Khan and Sons, (mine owners/lessee), H-135 Murree Rd., Rawalpindi. WTD 11/7/63.

Grinding machines for fire clay, gypsum, and ochers; up to 1-ton capacity per hour, with diesel/electric engines. Ghulam Sarwar Khan and Sons, (mine owners/lessee), H-135 Murree Rd., Rawalpindi. WTD 11/7/63.

SPAIN—Horseshoe making machinery; other metalworking machinery. Requests replies in Spanish. Talleres Meleiro, (metalworking plant), Avenida Industrial 18 al 24, Barco de Valdeorras, Orense. WTD 3/13/63.

★★ SWITZERLAND—Trade Mission

Distributor seeks added lines of metalworking machinery equipment. Wahl Lehmann, Sihlquai 55, Zurich 5. I.R. 155.

Agent seeks lines of machine tools for sales to established industrial and auto repair outlets. Molydal Co., SA, 18, Grand-Pont, Lausanne (VD). I.R. 232.★

Machine tool distributor seeks related products; will act as agent but prefers to import for own account. Ernst Zier, Werkzeugmaschinen, 20 Breitistrasse, Kloten/Zurich. I.R. 161.

Wholesaler seeks agency for machine tools used for the manufacture of parts and repair of textile machinery. Fibag, Stauffacherquai 58, Zurich 39. WTD 10/24/55. I.R. 165.★

355 Special Industry Machinery

AUSTRALIA—Cellophane bag-making machines; side-sealing polyethylene bag-making machines; bottom-sealing polyethylene bag-making machines; renovated Hudson-Sharp four-color printing press, first class condition, 30 inch width, for printing on cellophane, paper, and foil. Mr. Josh Abrahams, General Mgr., Josh Abrahams & Son, Pty., Ltd., (manufacturer and converter of flexible packaging), 24 Ricketty St., Mascot, N.S.W.

BARBADOS—Electric plucking machine, egg candling machine, machine for dissecting chickens into parts. (Electric current is 230 v., 50 cycles a.c.) St. Vincent Poultry Co-operative Assn., Kingstown, W.I. WTD 11/7/63.

ECUADOR—Milk pasteurizing plant of 10,000 liters capacity per day; requests replies in Spanish. Quirino Moreira Vera, (importer, exporter, manufacturer), Pedro Carbo 613, P.O. box 5596, Guayaquil.

ENGLAND—Specialized plant equipment and processes for the chemical, petrochemical, pharmaceutical, petroleum and food process industries, particularly plant and equipment for pneumatic and liquid handling. Direct purchase and agency. Engineering Co-Ordinated, Ltd., (importer, exporter, sales agent), Clifden House, Heath Rd., Twickenham, Middlesex. WTD 10/29/63.

FRANCE—Packaging machinery for food. S.N.A.P.E.C., (manufacturer, exporter, importer), 112ter rue Cardinet, Paris 17.

Printing machines, equipment. Requests replies in French. Imprimerie Jouve, (printer), 15 rue Racine, Paris 6e.

Printing machines, equipment; requests replies in French. Direct purchase and agency. Ateliers Techniques Du Livre, (printing machines wholesaler, importer), 158 rue de Menilmontant, Paris 20e.

Typographic machines; requests replies in French. Direct purchase and agency. Somagra, (importer of printing and binding equipment), 37 bld de Strasbourg, Paris 10e.

GERMANY—Machines, tools for the jewelry industry. Direct purchase and agency. E. Gerhard Hittler, (commission merchant, sales agent), 7532 Niefern bei Pforzheim, Bergstrasse 28. WTD 11/13/63.

■ **INDIA**—Hydraulic pressure controller ball lapping machine to lapp balls up to ½" dia.; two minute carbon determinator with gas cooler and spares; three minute sulphur determinator, with spares; stereozoom microspeed, balcotted, sealed power pod with inclined eyepieces, 3 Nos. Import license No. 978126/DLF.157/62-HQ/CGIV. Ref. No. 20 (37)/63-AID-II. Loan No. 386-A-032 (DLF 157). U.S. source. Quotation date December 20. New Haven Steel Ball Corp., P., Ltd., Pandyan House, 309 Frere Rd., Bombay 1. Cable: GULDASTA. SBC-451.

■ ⅝" four-station die boltmaker, complete; ⅝" six station five die cold nut former, complete; $\frac{3}{16}$" single die boltmaker, complete; ¼" high speed double stroke solid die cold header; ¼"-¾" twin tapper, all complete. Import license No. 98936/DLF.157/61. Loan No. 386-A-032(DLF-157). Ref. No. 4(99)-62-AID-II. U.S. source. Quotation date December 20. M/s Sikands Ltd., 50, Janpath, Second Floor, New Delhi 1.★ SBC-457.

★★ MALAYSIA—Trade Mission

Machinery and equipment for manufacturing carbon paper. Swee Construction & Transport Co., Ltd., 1 Irving Rd., Singapore 13. WTD 9/20/63. I.R. 258.★

Zipper manufacturer seeks U.S. machinery to make slide fasteners and/or zippers for clothing and bags. Kam Seng & Co., 22 Jalan Kilang Rd., Singapore 3. I.R. 208.

Textile manufacturer seeks textile manufacturing and textile printing machinery. Malayan Dyeing & Printing Factory, Ltd., 16 Circular Rd., Singapore 1. I.R. 262.★

Machinery for bottle grading and cleaning coffee beans desired by coffee wholesaler. Socomabel, (M), Ltd., 301 AIA Bldg., Robinson Rd., Singapore 1, I.R. 207.

Manufacturer of teak flooring, lumber interested in U.S. kiln drying and processing machinery. Malayan Parquet-Floor Industries, Ltd., 76 Playfair Rd., Singapore. I.R. 225.★

Engineering and distribution firm desires to purchase complete automatic machinery for manufacturing razor blades. Jardine Waugh, 204 Cantonment Rd., Singapore. I.R. 282.

Large soda bottling manufacturer interested in buying bottling machines. Southern Co., 98 Main Bazaar, Kuching, Sarawak. I.R. 285.

Logging and saw mill manufacturer desires quotations on the following: modern dry kiln equipment and other processing machinery used for upgrading local wood products; 60-in. band mill to saw 36 tons or more per shift; electric mill diesel generated, 400 v., 3-phase 50 cycle characteristics; other logging, saw mill equipment. Hoe Hung Sawmill Co. Ltd., 4 Abell Rd., Kuching, Sarawak. I.R. 289.

Pharmaceutical manufacturer interested in purchase of pill manufacturing machinery. Malayan Pharmaceutical Industries, Ltd., 711 E. Coast Rd., Singapore 15. I.R. 114.

Desires quotations on equipment to refine waste oil. K.N. Narwani, 170 Orchard Rd., Singapore 9. NCIA. I.R. 119.★

Manufacturer of paper products wants U.S. machinery for the manufacture of toilet tissues rolls, folded tissue, towels, paper napkins. Singapore Paper Products. Ltd., 315 Alexandra Rd., Singapore. WTD 7/28/61. I.R. 145.

Importer/wholesaler interested in plastic paper machinery, fiber production plant. Dwidaya Trading Co., 33 Bank of China Bldg., (3rd Fl.), Battery Rd., Singapore 1. I.R. 183.★

Food processing firm wants grain separators cleaners, hullers, rectifiers. N.V. Daarnhouwer Co's Handel-Mij., 2-A Crosby House, Robinson Rd., Singapore. I.R. 200.★

Textile manufacturer needs 70,000 spindles for plant. Also needs packaged bakery, flour plants. Hilton, Ltd., 43A Telok Ayer St., Singapore. I.R. 161.★

Distributorship for line of light and medium woodworking and metal working machinery. Harrison and Crossfield Sabah, Ltd., P.O. box 131, Sandakan, Sabah. I.R. 364.

Machinery for the manufacture of veneer, other products from logs. Wing Loi Timber Co., Ltd., 40 Pryer St., P.O. box 13, Sandakan, Sabah. I.R. 338.★

Wholesaler desires agency for U.S. glass coating equipment, materials Kirby and Co., 97A, Ipoh Rd., Kuala Lumpur. NCIA I.R. 99.

Importer/exporter desires machinery for converting garbage into fertilizer. Yin Fah Mining Co., 40, Pike St., Menglembu, Perak. NCIA. I.R. 65.

Manufacturer/wholesaler seeks distributorship of automatic chlorinators. Borneo Sumatra Trading Co., (F. of M.), Ltd., P.O. box 518, Kuala Lumpur. WTD 9/25/61. I.R. 38.

MEXICO—Petroleum refinery machinery and equipment such as high pressure vessels, valves, fittings and cracking equipment. Direct purchase and agency. Velrod Mexicana, S.A.; Dolores No. 17-803, Mexico 1, D.F. WTD 6/26/63.

NETHERLANDS—Machinery for the plastics and chemical manufacturing industries. Direct purchase and/or agency. Van Gelder Compagnie N.V., (importer, wholesaler, exporter, agent), 7-9 Posthoornstraat, Rotterdam-1. WTD 10/29/63.

Machinery for the manufacture of industrial polyester products such as tubing and sheets; and high frequency plastics molding equipment for heavy industrial purposes. Direct purchase and agency. Metz & Co., sales agent, 45 Willemsparkweg, Amsterdam. WTD 10/30/63.

Machines, tools, and related products for the repair of direct current motors and machines. Direct purchase and/or agency. Technisch Handelsbureau A. Kapsenberg, (importer, wholesaler, agent), 31 Statenlaan, Rotterdam-12. WTD 3/9/61.

NEW ZEALAND—Automatic machinery for filleting, gutting, scaling and skinning of large and small fish. The large fish would consist of barracuda, grouper (similar to sea bass), large snapper, tuna; the small fish would consist of mullet, small snapper, terakihi, herring and a variety of small flat fish. Conveyor equipment would be required; also machinery for processing fish generally into fish meal and for fertilizer use. Gollin and Co., Ltd., (importer, exporter, merchant), P.O. box 794, Wellington, (attn; Mr. O. Johnson, Head Office). WTD 6/24/63.

PAKISTAN—Fruit and vegetable canning machinery; juice extractors. The Murree Brewery Co., Ltd., (manufacturer), Near Ayub National Park, P.O. box 13, Rawalpindi. WTD 11/4/63.

★★ SWITZERLAND—Trade Mission

Distributor seeks lines of woodworking equipment, machinery. Wahl Lehmann, Sihlquai 55, Zurich 5. I.R. 155.

Company seeks agencies for machines used in diamond jewelry manufacturing industry. Cyril J. Ginder SA, Ramistrasse 7, Zurich. I.R. 199.

Wholesaler/retailer seeks commercial laundry machinery. P. Mueller & Co., Autogen Hendress AG. Horgen, Gorgen ZH. WTD 9/19/63. I.R. 81.

Wholesaler desires to purchase road marking equipment for stencilling. Industrie & Bauplastic SA, Brigue/VS. WTD 6/6/63. I.R. 231.

Manufacturer seeks agency for sewer cleaning, water pipe cleaning, pipe cleaning, street cleaning equipment. Widmer Spezialfahrzeuge, Alpenstrasse 19, Rueschlikon. WTD 3/28/53. I.R. 114.

THAILAND—Machinery for making synthetic foam cushioning product; daily production capacity not less than three tons. Sittipol Motor Co., Ltd., (importer, wholesaler, retailer), 815-823 New Rd., Talad Noi, Bangkok.

356 General Industrial Machinery

ENGLAND—Domestic heating units, particularly non-standard patent models, heat pumps, etc; bathroom and kitchen ventilating units. Agency and direct purchase. Overseas Buyers, Ltd., (importer, wholesaler), Monotype House, Fetter Lane, London, EC.4. WTD 6/14/63.

FRANCE—Industrial filters. Direct purchase and agency. Societe des Filtres Gauthier, (manufacturer of industrial filters), 65 bis rue des Coquetiers, Bobigny (Seine). WTD 7/26/62.

Transportable pneumatic machinery. Direct purchase and agency. M.I.R. Materiel Industriel Roumailhac, (manufacturer), 218 rue de Charenton, Paris 12e. WTD 1/3/63.

Folding machines, stitching machines, cardboard fastening machines; requests replies in French. Direct purchase and agency. Societe de Construction D'Outillage Moderne-Scomm, (manufacturer of machine tools), 8 rue des Gardinoux, Aubervilliers (Seine).

GERMANY—Gears, clutches. Direct purchase and agency. Hilger & Kern, (wholesaler), 253-255 Kaefertaler Strasse, 68 Mannheim. WTD 4/23/62.

★★ MALAYSIA—Trade Mission

Large-scale engineering firm wishes to represent U.S. manufacturers of dust control systems, air pollution controls. Jardine Waugh, (Singapore), Ltd., 204 Cantonment Rd., Singapore. I.R. 275.

Wholesaler seeks supplier of deep well pumps equipment, needs technical assistance. Hock Guan Leong Co., 21 Foch Ave., Kuala Lumpur. NCIA. I.R. 13.★

NETHERLANDS—Mechanical power transmission equipment, including industrial gears and gear drives. Direct purchase and/or agency. Van Gelder Compagnie N.V. (importer, wholesaler, exporter, agent), 7-9 Posthoornstraat, Rotterdam-1. WTD 10/29/63.

PAKISTAN—Compressors: portable, pneumatic, 125 cfm. Ghulam Sarwar Khan and Sons, (mine owners/lessee), H-135 Murree Rd., Rawalpindi. WTD 11/7/63.

★★ SWITZERLAND—Trade Mission

Firm seeks distributorships for Switzerland for high pressure filters for liquids (max. capacity 1 gal. per min.), airless spray guns. R. P. Schweizer, Doltschiweg 39, Zurich 3/55. I.R. 150.

Firm seeks distributorship for industrial electrostatic air filter for commercial and industrial use. Sigfrid Weber AG, Imbisbuhlstrasse 128, Zurich 10/49. I.R. 96.★

Agency seeks lines of packaging machinery for distribution in Switzerland, West Germany, France, Belgium, Netherlands, Austria, UK, Ireland. Tymac, von Schulthess & Co., Selnaustrasse 6, Zurich. I.R. 106.

Manufacturer/importer of special pumps seeks distributorships for all types of pumps for European countries to complement present overage. Chemie Pumpenbau AG, Zofingen (AG). WTD 2/12/62. I.R. 138.★

THAILAND—Wood-drying equipment, steam operated, using an electric blower, capacity 1,000 cu. ft. per loading. Wattana Machinery Import, (importer, wholesaler, retailer, manufacturers' agent), 1056 Charoen Krung Rd., Bangkok. WTD 5/29/63.

357 Office, Computing, Accounting Machines

FRANCE—Office supplies, equipment of various types; requests replies in French. Direct purchase and agency. Grog & Cie, (importer, dealer), 37 ave George V, Paris.

Office supplies, equipment. Direct purchase and agency. Couvoisier & Cie, (importer, dealer), 21 bld Voltaire, Paris 11e.

Office machines, all kinds. Direct purchase and agency. Compagnie Real-Ets. C. Manet, (importer), 59 rue de Richelieu, Paris 2e.

Automatic mail opening machines—for 25 to 100 letters per day. Requests replies in French. Euromeca, (manufacturer), 5 rue de Chantilly, Paris 9e.

Automatic electrical staplers. Requests replies in French. Euromeca, (manufacturer), 5 rue de Chantilly, Paris 9e.

GERMANY—Office equipment and accessories, particularly commodities used in connection with punched card systems; other office organization aids; accessories for office machinery. Hummel KG, (manufacturer, importer, wholesaler), P.O. box 25/7031 Magstadt bei Stuttgart. WTD 4/25/63.

■ **GREECE**—Power driven machines for marking taxation data, by perforation of different data, invoices, bills of lading, 45 each. Ref. No. 540. Kingdom of Greece, Ministry of Trade, Direction General of Procurements, Direction B, State Purchases, Section D, Office II, Athens, Attn: Mr. Anagnostopoulos.

■ Taxindicators to be connected between subscriber line and ordinary telephone set, equipped with filter and lever and/or other accessories to bring indicator back to zero position, 1,000 Nos.; 16 KHZ or 12 KHZ filters, 6,000 Nos.; relays with operating contacts, 6,000 Nos.; devices for electric current production of 16 KHZ or 12 KHZ for 2,000 subscribers, 40 Nos. Ref. No. 541. Hellenic Telecommunications Organization, Ltd., Supply Dept., 20 Patisson St., 1st Fl., Rm. 105, Athens.

Both the above are for loan No. 240-H-028. U.S. source. If selected offer is from the U.S., purchases will be financed by AID, under loan cited, or with free dollars. Bid deadline December 17. Copies of specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. SBC-456.

■ Photo-copying machine and auxiliary accessories, portable and workable by daylight, dry method, motor and lighting system adapted to a 220 v, 50 cycle, without transformer; calculating machines, power driven of 4 acts of arithmetics, without a paper tape, consisting of one expanded keyboard only, able to register a ten figure number and total at least a twenty figure number, 2 Nos.; power driven multiplicator with metallic base, able to work at a.c. 220 v., 50 cycles. Ref. No. 536. Loan No. 240-H-028. U.S. source. If selected offer is from the U.S., purchases will be financed by AID under loan cited or with free dollars. Bid deadline December 13. Kingdom of Greece, Ministry of Trade, Direction General of Procurements, Direction B, State Purchases, Section D, Office II, Athens. Attn: J. Anagnostopoulos. Copies of specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. SBC-456.

■ **ISRAEL**—NCR, or equal, 2 each, 32 WTA, 461 Alpha-numeric add tape punching units for automatic data processing; 461 punch paper tape recorders, 8 each; Diode boards for punch paper tape recorders, 3 each. Desired by February, 1964. S/A No. 791/1/503. Loan No. 83. U.S. source. Bid deadline December 9. Government of Israel Supply Mission, 850 Third Ave., New York, N.Y., Attn: Mr. N. Nisen. Tenders should refer to S/A number and be prepared on basis of fas U.S. port of exit, prices itemized to show both trade, cash discounts. Suppliers may devise own forms for submitting tender, in duplicate, to buyer. SBC-460.

★★ MALAYSIA—Trade Mission

Large-scale engineering firm seeks representation of U.S. manufacturer of weighing equipment for use on conveyor belt in stone quarry. Jardine Waugh, (Singapore), Ltd., 204 Cantonment Rd., Singapore. I.R. 277.

Importer interested in used typewriters, other business machines; also check writers and gift pens. T. Mahima Singh, P.O. box 127, Seremban. I.R. 50.

Inexpensive photocopiers desired by importer. Muller & Phipps, 6th Fl., Lee Yian Bldg., Mountbatten Rd., Kuala Lumpur. WTD 5/29/61. I.R. 95.

SOUTH AFRICA—Bathroom scales. High price range. W. R. Boustred, Ltd., P.O. box 1525, Johannesburg. WTD 11/13/63.

SPAIN—Office machines. Direct purchase and agency. Olympic Traders, (importer, wholesaler, agent), Mendoza No. 4, Ceuta. WTD 11/7/63.

★★ SWITZERLAND—Trade Mission

Office and advertising supplies agency seeks additional lines of office equipment and supplies. Eropha Handels A.G. 59 Seestrasse Zurich. I.R. 88.

Sales engineer/consultant for major U.S. computer manufacturer seeks related products and systems for commercial, production, and scientific application in Swiss market on a sales consultant arrangement. Remington Rand Univac, Barengasse 29, Zurich. I.R. 78.

Firm seeks agency or distributorship for dry process photocopying machines, dictating equipment or systems. Photo copies must produce in less than 8 sec. at less than 5¢ per copy. Dictating machines must be portable, nicely designed, have play back and conference recording facilities. R. Schwander, Hergiswil am See. WTD 7/31/63. I.R. 217.

Business equipment distributor seeks to import for own account and distribute in Switzerland photo copy machines, other business equipment. Filmo AG, Talstrasse 62, Zurich. WTD 10/11/62. I.R. 145.

Importer/distributor seeks exclusive representation for Switzerland of specialized office supplies, small office machines, (excluding typewriters, calculators or general lines of supplies). Ruegg-Naegel & Cie. AG, Bahnhofstrasse 22, Zurich. WTD 12/7/61. I.R. 146.

Wholesaler seeks exclusive lines for Switzerland, Austria of all types of office machines, duplicators, check writers, calculators, dictating machines. Will stock. Eugen Keller & Co., AG, Monbijoustrasse 22, Bern. I.R. 171.★

358 Service Industry Machines

BARBADOS—Electric spit for roasting chickens. St. Vincent Poultry Co-operative Assn., Kingstown, W.I. WTD 11/7/63.

ECUADOR—Commercial dry cleaning, laundry, pressing equipment suitable for small establishment serving 2,000 to 3,000 clients. "Package purchase" and technical advice desired; requests replies in Spanish. Quirino Moreira Vera, Pedro Carbo 613, P.O. box 5596, Guayaquil.

FRANCE—Air humidifiers, household and office types. Direct purchase and agency. Office du Froid, (manufacturer), 97 rue Aristide Briand, Levallois (Seine).

Room air conditioners, window type. Direct purchase and agency. Julien Fiks, 88 Ave. Jean Jaures, Montrouge (Seine).

Fuel pumps; requests replies in French. Direct purchase and agency. Th. Pernin & Fils, (manufacturer), 104 rue de Stalingrad, Montreuil-sous-Bois (Seine). WTD 2/17/63.

GERMANY—Air-conditioning units for the building industry; direct purchase. Request price quotations cif European ports. Ingenieurbuero Dipl. Ing. Hans Schneider, 15 Kronprinzenstrasse, 43 Essen/Ruhr. WTD 10/25/63.

★★ MALAYSIA—Trade Mission

Hotel and department store operator seeks self-parking device from U.S. manufacturers to handle about 150 cars. Sarawak Enterprises Corp., 280 Padungan Rd., P.O. box 442, Sarawak. I.R. 302.★

Wholesaler of home appliances seeks exclusive agency for line of U.S. air-conditioning units, package units of 1 hp. to 2 hp. size. 230 v.-50 cycle single phase up to 2 hp.; 400 v.-50 cycle 3 phase over 2 hp. Jesselton Electric & Radio Engineering Co., Ltd., 73 Goya St., Jesselton, Sabah. I.R. 313.

Supermarket operator interested in direct purchase of all types of supermarket equipment; also hotel and restaurant equipment. The Shine Wood Trading Co., P.O. box 66, Sandakan, Sabah. I.R. 342.

Exclusive agency for industrial air conditioning and refrigeration equipment, including dx, water and steam coils and air coated condensers. Sarawak Enterprises Corp., P.O. box 442, Kuching, Sarawak. I.R. 378.

Distributorship for industrial refrigeration, cold storage equipment. Harrison and Crossfield, P.O. box 131, Sandakan, Sabah. I.R. 361.

Distributorship for air-conditioning equipment, water coolers. Tay Chee Ming, Box 184, Sandakan, Sabah. I.R. 356.

Restaurant equipment for Malaysian pavilion in New York World's Fair. Malayan Restaurant, (Overseas), Ltd., 205 Jalan Tuanku Abdul Rahman, Kuala Lumpur. NCIA. I.R. 9.

Distributor of taxi meters and motor parts wants line of parking meters on own account. Bright Corporation, Lee Yan Lian Bldg., Mountbatten Rd., Kuala Lumpur. NCIA. I.R. 25.

Importer/distributor seeks vending machines, chiefly food. Bright Corp., Lee Yan Lian Bldg., Mountbatten Rd., Kuala Lumpur. NCIA. I.R. 24.

Soft drink dispensers—not coin operated. Also tear gas devices for personal and bank protection. Stephen-Davidson & Co., P.O. box 2220, Kuala Lumpur. WTD 6/3/63. I.R. 104.★

SPAIN—Low temperature industrial refrigeration units; requests replies in Spanish. Direct purchase and agency. Vacari, (importer, agent), General Martinez Campos No. 47, Madrid (10). WTD 11/6/63.

★★ SWITZERLAND—Trade Mission

Manufacturer seeks room air conditioning equipment. Prefers products with future licensing possibilities. Hans Grieshaber & Co., Hofholzliweg 17, Zurich 50. I.R. 157.

Wholesaler-retailer wishes to import new self-service vending equipment especially freezers, and compact unit to make ice flakes. E. Weber & Cie. AG, Forrlibuckstrasse 220, Zurich 5 (Postfach Zurich 37). I.R. 185.★

Industrial distributor wishes to import on own account air conditioning and refrigeration equipment. Ingenieurbureau Dr. Brehm, Badenerstr. 29, Zurich. I.R. 91.

Importer of food industry machinery seeks source for vending machines for dispensing milk in cartons, also infra-red grill for restaurant use. Imports on own account. Theo Kneubuhler & Co., Hirschmattstrasse 50, Luzern. I.R. 77.★

Manufacturer seeks import of infra-red heating elements for manufacturing heating appliances. Ludra, L. Drapalik & Co., Wurenlos (AG). I.R. 98.★

Firm of consulting engineers with interests in Near East seek contact with firm able to deliver complete water purification, pumpage, sewage disposal plants. Fadco Sa Geneve, 15, rue du Jeu-de-l'Arc, Geneva. I.R. 227.

Manufacturer desires distributorship for dry cleaning equipment, hydraulic steam cleaning apparatus to supplement own lines. Alfons Muntwiler, Wurenslos (AG). I.R. 136.★

Manufacturers/agent wishes to represent manufacturer of supermarket equipment. John V. Fontannaz, 24, Petit Bellaria, La Tour de Peilz. WTD 11/30/62. I.R. 5.

Large international trading company seeks agency or distributorship of institutional food equipment for African sales. Union Trading Co., Ltd., Petersgraben 35, Basel. WTD 3/9/62. I.R. 12.★

359 Machinery

★★ MALAYSIA—Trade Mission

Large importer seeks line of portable generators, water pumps, woodworking equipment, cutting tools. The Borneo Co., Ltd., Sandakan, Sabah. I.R. 350.★

Complete equipment for manufacturing lead acid batteries sought from U.S. firm. South East Asia Batteries, Ltd., 29 Upper Circular Rd., Singapore 1. I.R. 251.

★★ SWITZERLAND—Trade Mission

Manufacturers' agent seeks distributorship for coin-operated vending machines. Intervend, GmbH, Buckhauserstrasse 28, Zurich 9/48. WTD 6/24/63. I.R. 102.

Representative desires agency for expendable equipment to be used in steam raising plants, e.g., gland packings, filter inserts. Borg Sibag, Breitingerstrasse 21, Zurich 2. WTD 8/4/61. I.R. 201.

Importer seeks agencies in Switzerland for water softening and purification equipment, air conditioning equipment. Pretema AG, Birmensdorf (ZH). WTD 4/18/63. I.R. 141.

Importer seeks food vending machines, frozen food dispensers, infra-red, micro-wave or other quick cooking devices for institutional use. Pancommerce AG, Paradeplatz 5, Zurich. I.R. 59.★

361 Electric Transmission, Distribution Equipment

● **ETHIOPIA**—Supply of five 3,000 kva and three 1,500 kva transformers. Tender No. 1579/56, bid deadline December 30. Ethiopian Electric Light and Power Authority, P.O. box 1233, Addis Ababa.★ (Telephone: 202-WOrth 7-4242).

GERMANY—Electrical and electronic measuring, regulating and control instruments; requests replies in German. Adolf Wiegel, (wholesaler, importer, agent), 56 Spichernstrasse, 4 Düsseldorf. WTD 10/25/63.

■ **GREECE**—Protected terminal boxes, 10 pairs for pole mounting, 1,000 each; same, 750 ea. Reference No. 530. Bid deadline December 13. Intercepting devices for connection to existing local exchanges which are step-by-step system. Ref. No. 531. Bid deadline December 11. Hellenic Telecommunications Organizations, Ltd., Supply Dept., 20 Patission St., 7th Fl., Rm. 701, Athens. Copies of specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., N.W., Washington, D. C. Loan No. 240-H-028. U.S. source. If offer is from the U.S., purchases will be financed by AID, under loan cited, or with free dollars. SBC-456.

★★ MALAYSIA—Trade Mission

Power plant generating sets, 3½ to 15 Kw. as distributors. North Borneo Trading Co., Sandakan, N. Borneo. I.R. 354.

362 Electrical Industrial Apparatus

ENGLAND—Small industrial electrical incinerators for destruction of paper or organic matter. The National Lighting Co., Ltd., (wholesaler), 38 Dunstan Rd., London, NW.11. WTD 11/4/63.

FRANCE—Motors to animate advertising displays, operate either from regular current or batteries; requests replies in French. Direct purchase and agency. S.A. Tyrode, (advertising printing, conditioning), 34 rue des Rigoles, Paris 20e.

● **GREECE**—Supply of four sets of 22 kv, 7.5 mvar capacitor banks including related equipment, accessories. Tender No. PAP/1337, bid deadline December 11. Public Power Corp., Athens-Piraeus Division, 4 Korai St., Athens.★ (Telephone: 202-WOrth 7-4242).

■ Power operated cutter, length of cut at least 105 cms., 30 cuts per min., power of hydraulic gauge operation, electrical current 3 phase, 220/380 volts, 50 cycles. Reference No. 532. Bid deadline December 16, Automatic flat-bed press machine, paper size 75x105 cm. and over, printing speed not less than 3500 impressions per hr., complete electric installation, motor, for a.c. 200/380 v, 50 cycles, 3 phase. Ref. No. 535. Bid deadline December 12. Kingdom of Greece, Ministry of Trade, Direction General of Procurements, Direction B, State Purchases, Section D, Office II, Athens. Copies of specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave. NW., Washington D.C. Loan No. 240-H-028. U.S. source. If offer is from the U.S., purchases will be financed by AID, under loan cited, or with free dollars. SBC-456.

● **IRAQ**—Supply, delivery, and installation of one (1) 500 kw, and two (2) 250 kw, 400/231 volt, 3 phase, 4 wire, 50 cycle, 600 rpm maximum diesel generator sets complete with auxiliary equipment and one 3-ton overhead travelling crane for the Haditha Electricity Scheme. Tender No. 60, bids close December 28. Specifications may be obtained from the Directorate General of Planning and Design, Ministry of Municipal and Village Affairs, Baghdad for $14.00 per copy plus airmail charges. One copy of specifications available for review only, Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WOrth 7-4242).

● Supply, delivery and installation of three (3) 100 kw, 400/231 volt, 3 phase, 4 wire, 50 cycle, 400 rpm maximum diesel generators complete with auxiliary equipment and one 3 ton overhead travelling crane for the Husaiba Electricity Scheme (250 miles northwest of Baghdad). Tender No. 61, bids close December 21. Specifications may be obtained from the Directorate General of Planning and Design Ministry of Municipal and Village Affairs, Baghdad upon payment of $8.40 per copy plus airmail charges. One copy of specifications available for review only, Rm. 4124, Power and Electrical Equipment Division, BDSA, Washington, D.C., 20230. (Telephone: 202-WOrth 7-4242).

● Supply, delivery and installation of one (1) 200 kw and two (2) 100 kw 400/231 volt, 3 phase, 4 wire, 50 cycle, 600 rpm maximum diesel generator sets with auxiliary equipment and one 3-ton overhead travelling crane for the Kubaisa Electricity Scheme (100 miles north west of Baghdad). Tender No. 64, bids close December 28. Specifications may be obtained from the Directorate General of Planning and Design, Ministry of Municipal and Village Affairs, Baghdad upon payment of $5.60 per copy plus airmail charges. One copy of specifications available for review only, Rm. 4124, Power and Electrical Equipment Division, BDSA, Washington, D.C., 20230. (Telephone: 202-WOrth 7-4242).

● Supply, delivery, and installation of three (3) 75 kw, 400/231 volt, 3 phase, 4 wire, 50 cycle, 600 rpm maximum diesel generator sets complete with auxiliary equipment and one 3-ton overhead travelling crane for the Kermat Electricity Scheme (238 miles south of Baghdad). Tender No. 63, bids close December 14. Specifications may be obtained from the Directorate of Planning and Design, Ministry of Municipal and Village Affairs, Baghdad upon payment of $8.40 per copy plus airmail charges. One copy of specifications available for review only, Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WOrth 7-4242).

★★ MALAYSIA—Trade Mission

High quality professional electric hair dryer in plastic and chromed, a.c. 230 v., 50 cycle for cold and hot use, 450/500 watt on agency basis desired. Seng Kwong Trading Co., 144A S. Bridge Rd., Singapore 1. NCIA. I.R. 252.★

★★ SWITZERLAND—Trade Mission

Importer seeks restaurant appliances for distribution in Switzerland. Kisag, Bellach (SO). WTD 11/15/61. I.R. 105.

363 Household Appliances

AUSTRIA—Oil stoves for space heating, more sophisticated household appliances. Direct purchase and exclusive agency. Hilmar Becker, Maschinen- und Geraetehandel, (importer, distributor), 6 Anzengrubergasse, Linz/Danube.

FRANCE—Hemming machines for handkerchiefs. Requests replies in French. Manufacture Parisienne de Mouchoirs Fantaisie, (manufacturer), 24 rue St-Lazare, Paris 9e.

● **IRAQ**—Supply of 50 electric refrigerators having a capacity of 12 cu. ft. Tender notice No. 37/63, bid deadline January 5, 1964. Central Foreign Purchasing Board, Ministry of Finance, Baghdad. (Telephone: 202-WOrth 7-5346).

★★ MALAYSIA—Trade Mission

Refrigerators, gas stoves and related items on agency basis. The Industrial & Scientific Co., 12 Gartak St., Kuching, Sarawak. WTD 9/30/63. I.R. 299.★

Importer/wholesaler seeks wide variety of electric appliances, including washing machines, from U.S. suppliers. Jin Hoe Co., Ltd., 12 Main Babaar, Kuching, Sarawak. I.R. 290.★

Home appliances of all types desired by appliance wholesaler. Jesselton Electric & Radio Engineering Co., Ltd., No. 73 Goya St., Jesselton, Sabah. I.R. 313.

NETHERLANDS—Gasranges for domestic use, suitable for natural gas. Direct purchase and exclusive agency. N.V. Eximport Handelscompagnie, (sales agent), J. W. Brouwersplein 13, Amsterdam.

SPAIN—All kinds of household appliances. Direct purchase and agency. Olympic Traders, (importer, wholesaler, agent), Mendoza No. 4, Ceuta. WTD 11/7/63.

★★ SWITZERLAND—Trade Mission

Manufacturer seeks distributorship for 220 v. toaster and floor polishers to supplement own appliance line. Rotel AG, (Multanova AG, Kuesnacht ZH). WTD 11/59. I.R. 101.★

Wholesaler seeks electrical and electronic products to augment lines of refrigeration, electronics. Applications Electriques SA, 17 bd. Helvetique, Geneva. WTD 12/15/59. I.R. 219.★

Manufacturer of sporting arms, sewing machines, small appliances desires to import on own account related items; future licensed manufacturing possible. Haemmerli Jagd-und Sportwaffenfabrik, AG., Lenzburg (AG). WTD 12/8/61. I.R. 211.

Hardware, household goods wholesaler interested in new items for houseware departments in 36 stores. Fritz Blaser AG, Huningerstrasse 40, Basel. WTD 7/5/61. I.R. 32.★

Manufacturer of small electric appliances wishes new products in small electric appliances for distribution. Rotel AG Aarburg, 985 Oltnerstrasse, Aarburg (AG). WTD 11/6/59. I.R. 44.

Importer/manufacturer seeks electric and non-electric appliances for distribution in Switzerland. Havelco SA, Epenex-Dessus, Crissier s/Lausanne (VD). I.R. 234.★

365 Radio, Television Receiving Sets

ECUADOR—Radio receivers; record players; am-fm for 110/120 current; 60-cycle voltage. Catalogs, prices requested. Quote cif Guayaquil. Desires correspondence in Spanish. Direct purchase and agency. Anibal Hallo, (importer), P.O. box 1033, Quito.

FRANCE—Hi-fi tuners, amplifiers, tape recorders, loud speakers. Direct purchase and agency. Serper Electronic, (importing distributor), 102 rue de la Boetie, Paris 8. WTD 8/3/62.

Record players, revolving disks for same. Societe Technique d'Appareillage Radio-Electrique—S.T.A.R.E., (manufacturer), 33 rue J. B. Charcot, Courbevoie (Seine). WTD 4/24/63.

■ **JORDAN**—Radios, 500 sets, 7 or 8 transsistor, speaker, min. 4", max. 6", to use ordinary flash light batteries. Invitation No. 64-47. PIO/C No. 278-N-69-AA-7-30136. U.S. source. Bid deadline December 19. Supply Management Office, U.S. A.I.D., Jordan, c/o American Embassy, Amman. Single copies of detailed specifications may be obtained from the Office of Small Business, Agency for International Development, Rm. 2120 Barton Hall, Ohio Drive & Independence Ave., SW., Washington, D.C. SBC-460.

NETHERLANDS—Electronic measuring instruments in box or complete, High Fidelity apparatus, public address equipment, microphones. Direct purchase and agency. Handelsonderneming Electronic Import, 13 Kerkstraat, Velp, (Geld.)

SOUTH AFRICA—Phonograph records, 16⅔, 33⅓, 45 and 78 r.p.m. D. Roopanand Bros., (importer, retailer, wholesaler), P.O. box 2524. Durban. WTD 11/7/63.

SPAIN—Radio and phonograph equipment. Direct purchase and agency. Olympic Traders, (importers, wholesalers, agents), Mendoza No. 4, Ceuta. WTD 11/7/63.

★★ SWITZERLAND—Trade Mission

Manufacturer/distributor seeks lines of records, tape recorders, tapes, pre-recorded tapes for Western European and specific countries. Waltham Electronics, Ltd., 9, rue de la Corraterie, Geneva. I.R. 213.

366 Communications Equipment

● **GREECE**—Supply of 1,000 taxindicators, 6,000 filters, 6,000 relays, and 40 electrical devices at an est. cost of $120,000. Tender No. 6264, bid deadline, December 17. Hellenic Telecommunications Organization, Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-4823).

NORWAY—Industrial process control (automation) equipment such as temperature, pressure, level and flow transmitters and relays; electronic or pneumatic types. Requests replies from manufacturers not already represented in Norway. Direct purchase and agency. Neco A/s, (importing wholesaler, manufacturers' agent), 4 Tollbugt, Oslo. WTD 8/8/63.

★★ SWITZERLAND—Trade Mission

Firm desires electric traffic appliances. Rohrer & Co., Nordstrasse 20 (Tel. 051 26-65-65), Zurich 35. I.R. 53.

Firm seeks distributorships for electrical components for remote control communication systems for public utility, military installations. W. Moor AG, Usteristrasse 14, Zurich. I.R. 148.

● **UNITED ARAB REPUBLIC**—Supply of 100 transmitting/receiving Arabic page printers, 100 transmitting/receiving Latin page printers, and 10 sound-proof covered metal desks. Tender No. T. 462, Reference No. 53/63/301-F, bid deadline December 24. General Manager, Telegraphs and Telephones, Ramses St., Cairo.★ (Telephone: 202-WO 7-4823).

367 Electronic Components, Accessories

FRANCE—Transistors. Direct purchase and agency. Serper Electronic, (importing distributor), 102 rue de la Boetie, Paris 8. WTD 8/3/62.

★★ MALAYSIA—Trade Mission

Wholesaler wishes agency for public address systems; hearing aids, systems for teaching hard of hearing children. Susan Mei, 603 Asia Insurance Bldg., Kuala Lumpur. NCIA. I.R. 66.

NETHERLANDS—All types of professional electric components such as resistors, switches, transistors, according to military specifications. Direct purchase and exclusive agent, manufacturers only. Price lists and literature requested. "Invicta", C.V., (sales agent), 44 Kleverparkweg, Haarlem.

★★ SWITZERLAND—Trade Mission

Wholesaler seeks electronic lines for distribution in Europe. Rotocraft SA, Geneva Airport Cointrin, Geneva. WTD 6/26/63. I.R. 204.

Wholesaler of stereophonic audio equipment wants radio knobs, other parts. O.E. Waldmeier Discothek, Rudengasse 1, Basel. WTD 12/13/62. I.R. 45.

Airconditioner and refrigeration component parts. Susan Mei, 603 Insurance Bldg., Kuala Lumpur. NCIA. I.R. 66.

369 Electrical Machinery, Equipment, Supplies

● **IRAN**—Supply of 2,000—1.5v., 200 amp. wet primary batteries for telephones. Tender No. 42/664, bid deadline January 29, 1964. The Iranian State Railways, Maidane, Rahahan, Tehran.★ (Telephone: 200-WOrth 7-4242).

★★ MALAYSIA—Trade Mission

Large distributing agency wants to represent U.S. manufacturer of portable power pack batteries. Borneo Co., Ltd., P.O. box 141, Kuching, Sarawak. I.R. 327.

Wholesaler/importer of movie and sound equipment, electronics wants electric plants 100-150 lb.; output 230 v., 2000-3000 watts, 50 cycle, price around $200 for national elections campaign August, 1964, to run projectors and sound and lighting systems for outdoor meetings. Need 40-50 units by approx. April, 1964; equal number of P.A. systems, wants quotation; also wants distributorship for Hi-fi line. Law Joo Chin Co., 67 Ampang Rd., M.C.A. Bldg., Ampang Rd., Kuala Lumpur. WTD 4/13/62. I.R. 43.

★★ SWITZERLAND—Trade Mission

Importer seeks agency for all Europe for any kind of new electrical or mechanical consumer products. Interfico SA, 8 rue de Rive, Geneva. I.R. 240.

370 Transportation Equipment

★★ MALAYSIA—Trade Mission

Parts for automobiles, trucks, jeeps, tractors, marine engines, aviation. Sarawak Enterprises Corp., P.O. box 442, Kuching, Sarawak. I.R. 376.

371 Motor Vehicles, Motor Vehicle Equipment

ENGLAND—Automotive accessories, components, tools, equipment of all types. Agency and direct purchase. Overseas Buyers, Ltd., (importer, wholesaler), Monotype House, Fetter Lane, London, EC.4. WTD 6/14/63.

■ **GREECE**—Auto spare parts, including: repair kit carburetor gmc, 800 sets; carburetor assembly, 500 pcs.; governor assembly, 1000 pcs.; repair kit governor, 2000 sets; repair fuel kit governor, 800 pcs.; repair kit water pump, 1000 pcs.; bearings, 2000 pcs., pistons and rings, 4000 sets each. Roadway Capsorachis Fotis, 19 Kanning St., Athens.

■ Automotive spare parts and accessories manufactured in the U.S., such as, suspension parts motor mounts, gears, mufflers, pipes, universal joints, ignition parts, $10,000. Zachary G. Macris & Sons, 12, Messogion Ave., Athens 610.

Both the above are for loan No. 240-H-028. Quotations date December 8. SBC-455.

■ **INDIA**—Press brake, similar to Cincinnati series 9, model 8, 225 tons capacity, 10 ft. die surface; 100 k.v.a. single phase spot welders, depth of 18" and 24", 3 Nos.; 3 tons battery operated fork lift truck. Import license No.

995628/DLF-157/60/Hq/CG-I. Reference No. 41(21)/61-AID-II. Loan No. 386-A-032 (AID Loan No. 157). U.S. source. Quotations date December 25. Escorts Ltd., Connaught Pl., New Delhi. SBC-455.

■ AL-1044, M H.D. matched assembly contact sets for Willys CJ3B, 5000 sets; distributor condensers and dist. cap for same, 5000 and 3000 pcs.; tie rod ends, fuel pump kits, Airtex brand; arm point Jeep civilian, 1000 pcs. each; pump and clutch diaphragms. Import license No. 032658. Reference No. 60(542)/63-082/AID (1). Quotation date December 20. Independent India Motor Co., Vithalbhai Patel Rd., Bombay 4.

■ Jeep parts—crank gear, connection rods, valves, springs, long list of items, various quantities, part numbers. IL#E. 032791/62/EI/Jt. CCI/B. Ref. No. 60(601)/63-082/AID (1). Quotation date December 26. Conwest, Pvt., Ltd., 448 Lamington Rd., Bombay 4. Cable: Conwest, Girgaum, Bombay.

Both the above are for loan No. 386-H-082. U.S. source.★ SBC-451.

■ Motor vehicle parts, 192 Nos. American Bosch Voltage regulators, 240W, part No. RGS-12A/118, German Bosch No. Rs./UA/240.12/38, for use on heavy duty Benz trucks. Borg Warner Part No. 114-578, Ford Universal joint repair kits (K.518), 300 Nos.; B-W, Part No. 114-521, Jeep Universal joint repair kits, K.521, 300 Nos.; CB.1087 Ford No. 78/7580, clutch release bearing for Ford truck, 1,000 Nos.; CB.1054, 74/7580B, clutch release bearing for Willys Jeep; same, to replace Pollard, U.K. No. 2W.2.5/16, 500 each. Import license No. 086141/EI. Reference No. 60(603)/63-AID (1)-082. Loan No. 386-A-055 (DLF-217). U.S. source. Quotation date December 17. Madras Auto Service Private Ltd., 37 Mount Rd., Madras 6. Cable: Autoserv, Madras 6. SBC-457.

ITALY—New automotive auxiliary components, accessories. Ricambitalia S.r.l. (agent), Corso Galileo Ferraris, 63/a, Turin. WTD 7/30/63.

★★ MALAYSIA—Trade Mission

Motor scooters, steel parts for motorcycles, automobiles desired, U.S.-made. Bajaj Textiles, Ltd., 65/67 High St., Singapore 6. I.R. 247.★

Complete line of U.S.-made power brakes desired by large-scale distribution and engineering firm. Jardine Waugh, (Singapore), Ltd., 204 Cantonment Rd., Singapore. I.R. 279.

Distributorship of U.S. line of high and low tension air brake switch gear desired by large engineering firm. Jardine Waugh, (Singapore), Ltd., 204 Cantonment Rd., Singapore. I.R. 276.

Motor parts wholesaler-importer interested in automotive parts, accessories. Borneo-Malaya Representatives, Ltd., Crosby House, Robinson Rd., Singapore. WTD 10/25/62. I.R. 154.★

Complete line of U.S. parts for cars, tractors, trucks, marine engines. Also complete line of machine tools, garage equipment. Direct purchase. Sabah Timber Co., Sandakan, Sabah. I.R. 352.

Automotive parts, tools, garage equipment. Also exclusive agency for automotive air coolers. Sarawak Enterprises Corp., P.O. box 442, Kuching, Sarawak. I.R. 379.

PHILIPPINES—Automatic transmission spare parts for passenger cars. New. Direct purchase. I.M. Traders, (importer, wholesaler, retailer, indentor), 608 (2nd Fl.) Ongpin, P.O. box 1525, Manila.

★★ SWITZERLAND—Trade Mission

Firm desires distributorship for automotive service station equipment to supplement present line of car washers, other garage equipment. Sigfrid Weber AG, Imbisbuhlstrasse 128, Zurich 10/49. I.R. 96.★

Manufacturing-sales organization seeks agencies for automotive parts, accessories. Safap, A.G. Stafa ZH. I.R. 49.★

Manufacturer/wholesaler seeks lines of all types of automotive accessories for sale in Switzerland, Italy. Meyer-Barca, Autozubehor, Glattalstrasse, Rumlang (ZH). I.R. 117.

Manufacturers' agent seeks distributorship for automotive accessories. Intervend, GmbH, Buckhauserstrasse 28, Zurich 9/48. WTD 6/24/63. I.R. 102.

Importer/distributor of garage equipment seeks additional related products for distribution in Switzerland and/or Austria. Polyprodukte AG, Seefeldstrasse 45, Zurich 8. I.R. 63.

Importer/wholesaler seeks automotive accessories (excluding tires). Fibag, Stauffacherquai 58, Zurich 39. WTD 10/24/55. I.R. 165.★

Firm seeks agency for Israel, Switzerland for automotive accessories such as electric starters, lights, windshield wipers, rear view mirrors, new electric items. Fernand Lob-Scheuer, 23 av. Rumine, Lausanne (VD). I.R. 208.

Manufacturer seeks agency for ambulance equipment. Widmer Spezialfahrzeuge, Alpenstrasse 19, Rueschlikon. WTD 3/28/63. I.R. 114.

■ **TURKEY**—Replacement parts for cars and trucks, 14 pages, items such as, manifolds, pistons, cylinders, bars, filters, washers, crankshafts, valves, bushings, mouldings, retainers, tappets, shock absorbers, repair kits, carburetors, wheels and drums. Import License No. 002184. Kemal Aybay Sirketi, A. Hamit Cad. 25/A, Taksim, Istanbul. Detailed specifications may be obtained from the Office of Small Business, Rm. 2120, Barton Hall, Ohio Dr. & Independence Ave., SW., Washington, D.C.

■ Replacement spare parts for motor vehicles—cars and trucks, Chrysler Mopar, Motor Wheels Corp., various part numbers and quantities, subject to certain conditions. IL# 002009. Approx. $5,000. Filip Tabakoglu, Taksim, Feridiye Caddesi No. 2/C, Istanbul.

Both the above are for loan No. 277-H-043. U.S. source. Quotation dates December 16. SBC-458.★

■ General motors and replacement parts for cars and trucks, various numbers and quantities; Chrysler Mopar parts; Northern Star Auto Supply Corp., Ascot Wheel Covers, or equals to special conditions. IL#002181. Anas Ticaretm Aleksandros Papazoglu, Kamuran Akdogan ve Ortagi, Adi Kom. Sti. Taksim, Feridiye Cassesi No. 47/1, Istanbul.

■ Replacement spare parts for motor vehicles, Universal, Jeep, Ford, Chevrolet, Plymouth, various numbers and quantities. IL#76922/10-2009 Hayim Dalva, Akgerman Han 301, Izmir. Cable: Dalva, Izmir.

■ Automotive spare parts, original Mopar, long list of items. IL#2187. Rasim Kiroslu-Taksim Talimhane, Topcular Caddesi No. 38, Istanbul.

■ Spare parts for Jeeps, long list, various part numbers and quantities to certain conditions. IL#002179/231457. Alem Kollektif Sirketi, Viktor Albukrek ve Davit Farhi, Sehit Muhtar Caddesi 38:1, Taksim, Istanbul.

All the above are for loan No. 277-H-043. U.S. source. Quotation dates December 16. SBC-458.★

■ Jeep spare parts, various numbers, quantities. Offers should include a statement from the supplier that parts conform to certain standards. State whether prices are fob, cf or cif. Shipment arranged by Turkish or U.S. flag vessels. Mention delivery terms. Import license No. 002210/233167. PA No. 277-820-901-356-3229. Limited worldwide (901). Quotations date December 16. Alem Kollektif Sirketi, Viktor Albukrek Ve Davit Darhi, Sehit Muhtar Caddesi 38:1, Taksim, Istanbul. SBC-459.★

■ General Motors parts for cars and trucks, long list of items, various parts numbers and quantities, long list; a.c. fuel pumps; g.m. motors delco moraine numbers, shock absorbers; Northern Star Auto Supply Co., Ascot Wheel covers, or equal; Moog parts; Import license No. 002169. Husseyin Akman, Taksim Cad. No. 13/5, Istanbul.

■ Borg Warner, or equivalents—clutch plates, cover assembly, king belt sets, U-joint kits, timing chains, water pumps, repair kits. IL #002170. Kadir Ova, Mella Esref Sokak No. 22, Uskudar, Istanbul.

Both the above are for loan No. 277-H-043. U.S. source. Quotation dates December 10.★ SBC-453.

■ Windshields, auto, curved laminated safety glass and back lights for all U.S. cars, shaded, clear and tinted, various type numbers, quantities. Import license No. 002203. Loan No. 270-H-043. U.S. source. Quotations date December 10. Yorgi Haralambidis, Ithalat Isleri, Taksim Cumhuriyet cad. No. 109, Istanbul.★ SBC-455.

372 Aircraft, Parts

FRANCE—Aeronautical equipment, spare parts. Direct purchase and agency. Societe Air Material, (import, export), 1 Cite Paradis, Paris 10e.

Aeronautical equipment, spatial devices. Direct purchase and agency. Produits pour l'Espace, (importer, dealer), 80 ave. d'Iena, Paris 16e. WTD 1/3/63.

★★ MALAYSIA—Trade Mission

Aircraft sales and service firm seeks distributorship for U.S. aircraft signal, flare kits. Aviation Services, Ltd., The Airport, P.O. box 6, Kuala Lumpur. WTD 5/23/62. I.R. 60.

Seeks distributorship of accessories for helicopters, light, single, twin engine aircraft, also aircraft instruments, communications sets, accessories. Aviation Services, Ltd., The Airport, P.O. box 6, Kuala Lumpur. WTD 5/23/62. I.R. 58.

★★ SWITZERLAND—Trade Mission

Importer of small planes interested in used Beechcraft, Cessna, Piper, other small planes in usable condition. Air-Espace SA, Aeroport de Neuchatel (Case postale 50), Colombier (NE). I.R. 225.★

U.S. aircraft sales agency in Switzerland seeks agencies or distributorships for aircraft in Europe, Middle East, Africa. Rotocraft SA, Geneva Airport Cointrin, Geneva. WTD 6/26/63. I.R. 204.

Manufacturer, distributor, service organization for airplanes, parts seeks additional items, particularly helicopters for all or any part of Europe. Initially desires to import on own account, with future possibility to license manufacturing. Pilatus Constructions Aeronautiques SA. Stans (NW). I.R. 206.

373 Shipbuilding, Repairing

FRANCE—Fiberglass boats, boat kits, accesories, and marine hardware. Good quality. Direct purchase and agency. Requests offers (with price quotations and catalogues) from manufacturers only. Maison J. Baraderie. (Ses Héritiers & Cie., Succrs.), 4 Ave. Félix-Faure, Caudéran, Gironde. WTD 11/8/63.

★★ MALAYSIA—Trade Mission

Wholesaler of moorings seeks line of outboard boat hardware. Singapore Boatel, Mountbatten Rd., (Kallang Park), Singapore 15. I.R. 265.★

Small wood and/or fiberglass sailing dinghies, outboard motors and boats, do-it-yourself boat kits. Bright Corp., Lee Yan Lian Bldg., Mountbatten Rd., Kuala Lumpur. I.R. 23.★

★★ SWITZERLAND—Trade Mission

Wholesaler seeks lines of marine hardware, fittings, accessories. Fibag, Stauffacherquai 58, Zurich 39. WTD 10/24/55. I.R. 165.★

Manufacturers' agent seeks distributorship for small to medium power boats. Intervend, GmbH, Buckhauserstrasse 28, Zurich 9/48. WTD 6/24/63. I.R. 102.

Wholesaler-retailer seeks agency for Switzerland for ship chandlery equipment for small pleasure boats, both motor, sailing. Claude Lambelet, rue des Terreaux 3, Neuchatel. I.R. 194.★

Boat manufacturer seeks to represent U.S. boat and marine products in Switzerland. May be willing to import smaller items on own account and act as agent for boats and larger items. Chantier Naval Vidoli, Crans pres Nyon (VD). I.R. 221.

374 Railroad Equipment

★★ MALAYSIA—Trade Mission

Large wholesaler interested in U.S. line of power-operated railway tamping machines. Jardine Waugh, 204 Cantonment Rd., Singapore. I.R. 280.

Rail cropping machines for use in railroad maintenance. Sarawak Enterprises Corp., P.O. box 442, Kuching, Sarawak. I.R. 381.

375 Motorcycles, Bicycles, Parts

PAKISTAN—Scooters, not exceeding 200 cc., 2 h.p. Direct purchase and agency. Qureshi Bros., (importing distributor, commission merchant, manufacturers' agent), 59 Pineview Rd., Abbottabad. WTD 11/7/63.

379 Transportation Equipment

★★ MALAYSIA—Trade Mission

Helicopter cargo carriers desired by importer/wholesaler. Interocean Mariner, Overseas Union Bank Bldg., 1st Fl., Jalan Tuankun Abdul Rahman, Kuala Lumpur. NCIA. I.R. 75.★

380 Professional, Scientific, Controlling Instruments

★★ MALAYSIA—Trade Mission

Wholesaler wants detailed information on criminal detection, security, identification, intelligence, investigation equipment leading to exclusive agency. Sharikat Jaya Raya, Ltd., 4th Fl., Seng Hoe Bldg., 179-185 Ipoh Rd., Kuala Lumpur. NCIA. I.R. 20.★

381 Engineering, Laboratory, Scientific Instruments

FRANCE—Nautical instruments, accessories. France International Representation, (importer, dealer), 51 Ave. Aristide Briand, arcueil (Seine). WTD 1/9/63.

IRAN—Sample teaching machines and a variety of mechanical devices for studying the psychology of learning. Prompt replies requested. Mr. Barihi, Educational Psychology Dept., University of Tabriz, Tabriz.

★★ SWITZERLAND—Trade Mission

Firm desires agency for electrical, technical, scientific manufacturing equipment. Elto-Matic Graenichen AG, Duelen, Granichen (AG). I.R. 121.

Import/wholesale firm seeks precision instrument calipers, micrometers. Bruetsch, Ruegger & Co., 53 Lowenstrasse, Zurich 1. WTD 12/13/62. I.R. 127.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

FRANCE—Long-distance control devices for outboard-motors. Also marine instruments, including speed-recorders, compasses, and others. Good quality. Requests replies from manufacturers only. Direct purchase and agency. Maison J. Baraderie (Ses Héritiers & Cie), importer, exporter, wholesaler), 4 Ave. Félix-Faure, Caudéran, Gironde. WTD 11/8/63.

★★ MALAYSIA—Trade Mission

Interested in scientic instruments to record flow of gas, water, oil, electricity. Malayan Pharmaceutical Industries, Ltd., 711 E. Coast Rd., Singapore 15. I.R. 115.

NETHERLANDS—Precision measuring equipment. Direct purchase and agency. Van Gelder Compagnie N.V., (importer, wholesaler, exporter, agent), 7-9 Posthoornstraat, Rotterdam-1. WTD 10/29/63.

★★ SWITZERLAND—Trade Mission

Importer seeks agencies for indicating and measuring instruments used in industry. Aircraft Parts AG, Wehntalerstrasse 324, Zurich. WTD 10/11/58. I.R. 166.

Manufacturer of electronic equipment seeks to import electronic measuring and calibration equipment. Prefers products with future licensing possibilities. Hans Grieshaber & Co., Hofholzliweg 17, Zurich 50. I.R. 157.

Manufacturer of precision equipment sold to watch-making industry seeks lines as exclusive representative for machinery and equipment used in production of small electrical equipment, measuring, controlling apparatus. Golay-Buchel & Cie SA, 5 rue du Grand'Pre, Lausanne-Malley (VD). I.R. 222.

384 Surgical, Medical, Dental Instruments

FRANCE—Dental burs, high-speed, portable; midget-types preferred. Modern instruments, including air-compressor units, desired. Direct purchase. Requests offers, with catalogues and price lists, from manufacturers only; requests replies in French. Paulette Koppel, 17 rue Charles-Gounod, Talence, Gironde. WTD 11/12/63.

★★ MALAYSIA—Trade Mission

Fire control and public safety equipment. The Borneo Co., Ltd., P.O. box 141, Kuching, Sarawak. I.R. 333.

Manufacturers representative of hospital supplies wants agency or distributorship arrangement for disposable hospital items such as petri dishes, gowns, masks, gloves, syringes, plastic drinking cups, blood donation sets. Also low-priced thermometers. Manufacturers Representatives, (Far East), Ltd., 280 Pudu Rd., P.O. box 2283, Kuala Lumpur. NCIA. I.R. 22.★

Importer of audio instruments seeks to represent U.S., manufacturers in this line. Susan Mei Co., 603 Asia Insurance Bldg., Kuala Lumpur. NCIA. I.R. 87.

NORWAY—Operating room lights. Jean Mette A/S, (importer, wholesaler, retailer), 3 Tordenskioldsgate, Oslo. WTD 8/13/63.

★★ SWITZERLAND—Trade Mission

Importer seeks new lines of electronic, mechanical equipment for medical, health uses. Quarz AG, Othmarstrasse 8, Zurich 8. WTD 4/25/51. I.R. 154.

386 Photographic Equipment, Supplies

FRANCE—Photographic and cinematographic equipment, all kinds. Societe de Distribution de Materiel Photographique Cinematographique & Optique Dimaphot, (manufacturer), 16 rue Clement Marot, Paris 8e. WTD 9/12/62.

Photographic and motion picture equipment; requests replies in French. Direct purchase and agency. Consortium-Photo, (importer, wholesaler, sales agent), 40 rue Condorcet, Paris 9. WTD 4/8/63.

● NEW ZEALAND—One darkroom camera, complete with vacuum copyboard and vacuum filmback. Tender No. 635, bid deadline December 9. New Zealand Government Printing Office, Waterloo Quay, Wellington.★ (Telephone: 202-WO 7-2778).

NORWAY—Motion picture projectors, sound and silent, 8 mm., 16 mm., 35 mm. and 70 mm. Requests replies from manufacturers only. Wishes to purchase as sole importer. Hans H. Knutsen & Co., (importer, distributor, manufacturer, servicing firm), 15 Kongensgate, Oslo. WTD 9/18/63.

SOUTH AFRICA—Inexpensive home movie projection equipment; also slide projectors. D. Roopanand Bros., (importer, retailer, wholesaler), P.O. box 2524, Durban. WTD 11/7/63.

SWEDEN—Photo copying equipment (dry copying). Oscar Sundin, (wholesaler, retailer, sales agent), Fredsgatan 6, Stockholm C.

391 Jewelry, Silverware, Plated Ware

GERMANY—Jewelers' findings and settings and other semi-finished products for jewelry. Direct purchase and agency. E. Gerhard Hittler, (commission merchant, sales agent), 7532 Niefern bei Pforzheim, Bergstrasse 28. WTD 11/13/63.

393 Musical Instruments

SOUTH AFRICA—Musical instruments of all types, including electronic organs; also spare parts and accessories for such instruments. D. Roopanand Bros., (importer, retailer, wholesaler), P.O. box 2524, Durban. WTD 11/7/63.

394 Toys, Amusements, Sporting Goods

CANADA—Sporting goods. Title Products, Ltd., (importer, manufacturer), 3435 Metropolitan Blvd. E., Montreal 38, Quebec. WTD 5/31/63.

FRANCE—Fishing articles, all kinds, sea, river. Direct purchase and agency. S.A. des Ets. Barthes, (manufacturer of rods, river nets), 20 rue Jules Charpentier, Tours (Indre & Loire). WTD 11/9/62.

Toys, all kinds, requests replies in French. Direct purchase and agency. Jouet Bimbeloterie Berne, (importer, dealer), 67 rue du Fg. Saint-Martin, Paris 10.

Electronic toys. Direct purchase and agency. Serper Electronic, (importing distributor), 102 rue de la Boetie, Paris 8. WTD 8/3/62.

★★ MALAYSIA—Trade Mission

Dacron rope, related commercial fishing gear. Tiong Hoe & Co., Ltd., 205 & 207 Beach Rd., Singapore 7. I.R. 272.★

Sporting goods, toys, U.S.-made desired by wholesaler. P. Jain Arts, Queen St., P.O. box 95, Singapore 7. I.R. 269.★

Toys, games, greeting cards on exclusive distributorship basis desired by wholesaler. Mubaruk & Bros., 63 Bras Basah Rd., Singapore 7. I.R. 242.

Wholesaler of consumer goods wants U.S. portable powerpacks, corn cob pipes, cameras, clothing, textiles, men's shirts, underwear, educational supplies, nylon mosquito netting. Anglo-Thai Corp., Ltd., Mercantile Bank Bldg., Singapore 1. WTD 8/31/62. I.R. 117.★

Wholesaler of beauty shop equipment and supplies is anxious to buy from U.S. manufacturers on exclusive basis, the following: Hand-held hair dryer, tray for manicure, hood dryer. Also sprays, shampoos (cream, lemon egg). Reconditioning cream, dandruff treatment, setting lotion (concentrate), hair cream, hair tonic, cold wave lotion, colordye, color shampoo, hair nets, combs and brushes. Sett Trading Co., 43 Upper Cross St., Singapore 1. I.R. 187.★

NETHERLANDS—All kinds of mechanical and technical toys, electrical trains, trains model construction. Direct purchase and agency. Firma Sweering, (sales agent), 53 Kloveniersburgwal, Amsterdam.

SOUTH AFRICA—Sports goods, such as tennis, badminton and squash equipment; pastimes and indoor games, including jigsaw puzzles, playing cards, chess sets. D. Roopanand Bros., (importer, retailer, wholesaler), P.O. box 2524, Durban. WTD 11/7/63.

★★ SWITZERLAND—Trade Mission

Distributor seeks exclusive lines of sporting, camping equipment. Will stock. Gummi Hug AG, Lindenstrasse 38-40, Zurich 8/34. I.R. 169.

Manufacturer of fishing tackles interested in tubular glass blanks for spinning, casting and fly rods, folding minnow nets, medium priced floating fly lines. J. W. Stucki-Balthasar, Langgasse 40, Thun (BE). I.R. 216.★

Wholesale-retail organization seeks exclusive distributorships in Switzerland for tennis goods for men, women, children. Gebruder Schneider AG Biglen, Ryffligasschen 8, Bern. I.R. 37.

Businessman seeks agency for sporting goods, plastic toys. Willing to make investment. Charles Berger, Les Bois Bern. I.R. 42.

Importer seeks toys, sporting goods for Switzerland, prefers exclusive agency. Maison Toni, AE Equati, Bozingenstrasse 140, Biel. I.R. 9.

Manufacturer seeks Swiss agency for toys. Bevilacqua, Fabrikation und Vertrieb von Spielwaren, Markicherstrasse 5, Basel. I.R. 28.

Manufacturer seeks exclusive agency for Switzerland for toy lines. Konstri AG, Brugg (AG). I.R. 132.★

Manufacturer seeks distributorship for camping equipment. Ludra, L. Drapalik & Co., Wurenlos (AG). I.R. 98.★

395 Pens, Pencils, Office, Artists' Materials

FRANCE—Office supplies, equipment of various types; requests replies in French. Direct purchase and agency. Grog & Cie, (importer, dealer), 37 ave George V, Paris.

Office supplies, equipment. Direct purchase and agency. Courvoisier & Cie, (importer, dealer), 21 bld Voltaire, Paris 11e.

PAKISTAN—Pens, pen-pencil sets, ball point. Direct purchase. London Book Co., (importing distributor), Edwards Rd., Rawalpindi. WTD 11/5/63.

Lead, colored crayons. London Book Co., (importing distributor), Edwards Rd., Rawalpindi. WTD 11/5/63.

SOUTH AFRICA—Diaries, penholders, nibs, rulers, stationery, scholastic requirements. D. Roopanand Bros., (importer, retailer, wholesaler), P.O. box 2524, Durban. WTD 11/7/63.

396 Costume Jewelry, Novelties, Buttons

SPAIN—Import and exclusive agency of U.S. manufacturers and/or exporters; direct purchases and/or commission. All kinds of novelties for ladies wear. Direct purchase and exclusive agency. Olympic Traders, (importer, wholesaler, agent), Mendoza No. 4, Ceuta. WTD 11/7/63.

399 Manufacturing Industries

● **BURMA**—Supply of fire extinguisher equipment. Tender No. GH/18/G-11.D/63-64, bid deadline December 19. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-2939).

★★ MALAYSIA—Trade Mission

Office supplies and stationery. Borneo Co., Ltd., P.O. box 141, Kuching, Sarawak. I.R. 328.

Superior quality fishing nets. William Jacks and Co., (Malaya), Ltd., The Embankment, Kuala Lumpur. WTD 3/9/61. I.R. 81.

Seeks U.S. textiles, pharmaceuticals, food items (provisions), toys and other sundries. Reliance Commercial Enterprises, Inc., (Inc.'d in the Philippines), 4th Fl., A.I.A. Bldg., Singapore 1. I.R. 174.★

Books and arts wholesaler desires various gift consumer items for wholesale distribution such as art materials, children's science laboratory equipment, glassware, model kits, high quality toys, stationery, well known cosmetics line, manicure sets and particularly educational business gift items. Donald Moore, Ltd., 44-B Kim Yam Rd., Singapore 9. WTD 6/19/62. I.R. 169.★

Packaged swimming pools desired by importer/agent. Aviation Services, Ltd., The Airport, P.O. box 6, Kuala Lumpur. WTD 5/23/62. I.R. 59.

Importer/wholesaler of general merchandise interested in general consumer goods, mainly pharmaceuticals, food stuffs, household goods (hardware), also venetian blinds, pre-fabricated aluminum tents, cosmetics, other items, except special products in Engineering line. Interested also in acting as indent agent for local businessmen. J. H. Vavasseur & Co., (M), Ltd., 135 Jalan Sungei Besi, Kuala Lumpur. WTD 9/8/61. I.R. 45.★

PAKISTAN—Charts, globes, maps. London Book Co., Edwards Rd., Rawalpindi. WTD 11/5/63.

Christmas decorations, novelties. London Book Co., (importing distributor), Edwards Rd., Rawalpindi. WTD 11/5/63.

★★ SWITZERLAND—Trade Mission

Firm desires agency for liquid soap dispensers, zippo lighters. Alfred Schelling & Co., Oberer Graben 41, St. Gallen. I.R. 74.★

Manufacturer and trading firm seeks additional novelty consumer goods for distribution in Switzerland and any or all European countries. Will consider importing on own account. Werkzeugmaschinenfabrik Oerlikon, Buehrle & Co., Birchstrasse 155, Zurich-Oerlikon. WTD 8/12/63. I.R. 205.

Business seeks agency for do-it-yourself products for home use. Andre Wollner, Wettsteinallee 123, Basel. I.R. 46.

Manufacturer seeks housewares for distribution in Switzerland. Kisag, Bellach (SO). WTD 11/15/61. I.R. 105.

Distributor seeks new items for tobacco stores: smoking accessories, novelties. E. Weber & Cie, AG, Forrlibuckstrasse 220, Zurich 5 (Postfach Zurich 37). I.R. 185.★

505 Farm Products—Raw Materials

FRANCE—Raw furs, fine quality. Requests replies in French. Amedee Missir & Cie, (fur dressers, finishers), 40 rue de l'Echiquier, Paris 10. WTD 12/27/62.

509 Wholesalers

AFGHANISTAN—Used clothing; viscose rayon yarn, other synthetic yarns. Haji Khair Mohamed Peracha, Sarai Shahzada, Kabul. WTD 11/4/63.

739 Business Services

★★ MALAYSIA—Trade Mission

Speedreading equipment, courses, books desired for distribution in Malaysia. T. Mahima Singh, P.O. box 127, Seremban. NCIA. I.R. 53.

★★ SWITZERLAND—Trade Mission

Consulting engineer seeks information, advice on vitamin re-inforcing chemicals for bread; fly repellant compounds in paint, string; water soluble polyethylene, other packing for small packages of chemicals. Dr. K. L. Roos, 41 Eulerstrasse, Basel. I.R. 25.

Visiting Buyers and Officials

ARGENTINA—Norberto Schmajuk, President, Pullmania Argentina S.A., Calle Luna 375, Buenos Aires, interested in developing licensing arrangements with U.S. manufacturers of various metal products including materials handling equipment, wheels, metal selving; also, representing U.S. exporters of certain metal products not currently produced in Argentina. c/o Rapistand, Inc., Grand Rapids, Michigan. Itinerary: New York, Detroit, Chicago, Seattle.

ENGLAND—R. A. Johnson, Chief Buyer, Finished Goods Division, Aveling-Barford Ltd., Invicta Works, Grantham, Lincolnshire, interested in contacting U.S. manufacturers of components used on earth-moving equipment with a view of purchasing such components. Here for 2-3 weeks. c/o U.S. Department of Commerce, Rm. 1302, 226 W. Jackson Blvd., Chicago, Ill., 60606. Itinerary: Chicago, New York.

GUATEMALA—Roberto Lopez Porras, 7a. Calle "A" 9-25, Zona 7, heading the Industrial Dept. of the Ministry of Economy and Guatemalan Committee of Standards, Palacio Nacional, Guatemala City, interested in contacting manufacturers and investors to discuss possibilities of establishing the following industries: pencil factory, sulphuric acid, powdered fertilizers, dehydrated cereals, adhesive tapes, polyvinyl chloride. Here through December 20. c/o Embassy of Guatemala, 2220 R St., NW., Washington, D.C. Itinerary: New York, Chicago, Washington.

IRAQ—Usam Sharif, representing Usam Sharif Co., W.L.L., and Ismail Sharif Bros. Co., W.L.L., Rashid St., Senak, Baghdad, interested in obtaining new agencies for industrial air conditioning and contacting U.S. suppliers of electrical household appliances, radio and TV sets, cinema projectors, tape recorders already represented by the Sharif companies. December 5 via New York for one month. c/o Mr. A. Sharif, 42 Little Neck Rd., Babylon, Long Island, New York. Itinerary: New York, Ohio, New Jersey, S. Carolina, Missouri.

REPUBLIC OF SOMALI—Mugne Gassim Scek, Assistant Director, Commercial Department, Ministry of Industry and Commerce, heading group of ten Somali businessmen, representing the Somali Fishing Corp., P.O. Box 166, Mogadiscio, and a cooperative, Fishing Cooperative of the Horn of Africa, P.O. Box 380, interested in observing all aspects of the U.S. fishing industry including catching, freezing, canning, marketing, and in discussing the possibilities of joint ventures in fishing and other industries. Here through December 20. c/o Mr. M. H. Prang, Chief, Industry Team Section, International Training Division, Agency for International Development, Washington, D.C., 20523. Itinerary: New York (Dec. 2-3); Galveston (Dec. 4-5); Los Angeles (Dec. 6-13); San Francisco (Dec. 14-18); Washington (Dec. 19-20).

SWEDEN—Bengt Cason, representing AB Cason-klader, Gustav Adolfs Torg 8, Malmo C, interested in observing retail methods for the exchange of experiences in modern retailing, and contacting manufacturers of men's wearing apparel; also requesting technical information for the above. Here for one week. c/o Barbizon-Plaza Hotel, 106 Central Park South, New York, N.Y. Itinerary: New York, Chicago, Los Angeles, San Francisco, Mc-Allen.

SWEDEN—Isidor Harlid, representing Ingenjorsfirman Harlid & Stern AB, Oxdragaregatan 3, Molndal, interested in purchasing laboratory equipment for hospitals, schools, industries; also, will visit Exposition of Chemical Industries, New York, N.Y., December 2-6. Here for 2 weeks. c/o Department of Commerce Field Offices on itinerary. Itinerary: New York, Chicago.

TURKEY—Franz Karl Ambros, representing Genel Emtia Ticaret Limited Sirketi, Istiklal Caddesi 399, Tan Han 1, Beyoglu, Istanbul, interested in importation of iron and steel, construction shapes, machinery, industrial equipment. Here for one week. c/o Chemtex, Inc., 852 Third Ave., New York, N.Y. Itinerary: New York, possibly others.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field Crop Farms

GERMANY—No. 2 soybeans. Hammer & Andersen, (sales agent), Alterstrasse 11, Hamburg 36. WTD 6/19/63.

203 Canning, Preserving Foods

ENGLAND—Canned, frozen, dehydrated fruits, vegetables. Alexander Cardew, (Exports), Ltd., (sales agent), 2, 3, & 5, Studio Pl., Kinnerton St., Knightsbridge, London, SW.1. WTD 11/5/63.

GERMANY—Canned fruit, vegetables, juices. Agency, preferably for California manufacturer. Schmitz K. G., (agent), Krefelderstr. 1, Suchteln. WTD 5/4/63.

209 Food Preparations

FRANCE—Honey, all kinds. Eugene Fontaine, (commission agent), 7 Villa d'Italie, Vincennes (Seine).

GERMANY—Menhaden oil in bulk. Hammer & Andersen, (sales agent), Alterstrasse 11, Hamburg 36. WTD 6/19/63.

220 Textile Mill Products

FRANCE—Fabrics for the manufacture of sports clothes, raincoats, trousers. Requests replies in French. Anta, (manufacturer), 12 rue Saint-Fiacre, Paris 2e.

NORWAY—Artificial fiber and cotton fabrics, piece goods, for the manufacture of women's garments. Requests replies from manufacturers only. Einar H. Wilskow, (manufacturers' agent), 14 Storgaten, Oslo. WTD 10/4/62.

SOUTH AFRICA—Dacron, rayon, cotton, shirting textiles; drills of 7½ to 9 oz. for men's trousers; cotton prints for women's and children's dresses 80 x 80 construction. Mill Agents S.A., (Pty.), Ltd., (manufacturer's agent), P.O. box 3161, Cape Town. WTD 6/14/63.

221 Broad Woven Fabrics, Cotton

AUSTRALIA—Cotton textiles, printed. John B. Creagh, (buying agent and manufacturers' representative), 139 Elizabeth St., Sydney.

222 Broad Woven Fabric Mills, Man Made Fiber, Silk

GERMANY—Synthetic fabrics suitable for foundation garment. Wilhelm Hohnroth (sales agent), 7 Stuttgart-Plieningen, Windhalmweg 40. WTD 11/13/63.

232 Men's, Youths', Boys' Furnishings

GERMANY—Athletic uniforms, principally uniforms used by basketball players. Montana-Sport G.m.b.H. (importer, wholesaler, manufacturer), 69 Heidelberg, Handschuhsheimer Landstrasse 20. WTD 2/8/62.

240 Lumber, Wood Products

FRANCE—Sawn softwoods, mostly clear, from the Pacific Coast; plywoods. Ets. Sherringham, (broker), 21 rue Raynouard, Paris 16e.

241 Logging Camps, Logging Contractors

FRANCE—Timber, all kinds. Requests replies in French. Lorentzen & Gutzeit, (Cie des Pates a Papier), (importer, commission agent), 23 bld Malesherbes, Paris. WTD 2/15/62.

242 Sawmills, Planing Mills

SCOTLAND—Housebuilding timber cut to special lengths, doors, window frames, etc. or any other line of interest to distillers, brewers or builders. A. Kennedy & Son, Ltd., (agent), 74 York St., Glasgow, C.2. WTD 11/13/63.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

FRANCE—Prefabricated wood houses, all types. Ets. Sherringham, (broker), 21 rue Raynouard, Paris 16r.

260 Paper

FRANCE—Packing and filling products, including paper, cardboard containers. Ets. Charles Schweitzer S.A., (importer), 4 rue Bouret, Paris 19e.

277 Greeting Card Manufacturing

FRANCE—Greeting cards. Requests replies in French. O. Schneider & Cie, (printer), 35 Ave. Matignon, Paris 8e.

281 Industrial Chemicals

FRANCE—Potassium ferrocyanide; rubber acceleratives; catalyzers. Societe Francaise Metaux-Chimie, (importer, exporter), 17 rue de l'Arc de Triomphe, Paris 17e. WTD 8/1/61.

Raw materials for the chemical industry, all kinds; new chemical products for industrial use. Desires high quality products. Ets. Charles Schweitzer S.A., (importer), 4 rue Bouret, Paris 19e.

PHILIPPINES—Ammonium sulfate and urea fertilizers. Aboitiz Marketing Corp., (importer, wholesaler, retailer, indentor), 246-250 Legaspi St., Cebu City. WTD 10/25/62.

282 Synthetic Materials

FRANCE—Rubber substitutes. Societe Francaise Metaux-Chimie, (importer, exporter), 17 rue de l'Arc de Triomphe, Paris 17e. WTD 8/1/62.

Raw materials, supplies suitable for the plastics industry. Compagnie Centrale des Metaux, (agent), 41 rue Auger, Pantin (Seine). WTD 11/20/62.

Raw materials, all kinds, for the plastics industry; high quality products desired. Ets. Charles Schweitzer S.A., (importer), 4 rue Bouret, Paris 19e.

SOUTH AFRICA—Plastic materials, including polyethylene, polystyrene. Particularly interested in a grade of rigid p.v.c. conforming to British Standard Specifications BSS 3505 and 3506 of 1962, requiring the material to be suitable for carrying potable water; requests replies from manufacturers only. John Beith, (Chemicals & Sales), Pty., Ltd., (importing distributor, manufacturer's agent), P.O. box 280, Durban. WTD 12/21/62.

291 Petroleum Refining

FRANCE—Special industrial oils: cuts, high-pressure, additives. Requests replies in French. Iris s.a., (refiner), 78 rue de Verlinghem, Quesnoy-sur-Deule (Nord).

307 Plastics Products

FRANCE—Plastic coated tape for pipe-line. 864 km. in 14", travelliner rolls: 800' x 12" or 9" support: polyethylene adhesive. 14 mils quotation form: 1.480,000 sq. m. 2.960,000 sq. m. minimum each month: 200,000 sq. m.—on program. Ets. Hamet, (wholesaler, commission merchant), 6 rue de St-Gratien, Epinay-sur-Seine (Seine). WTD 5/9/62.

NORWAY—Reflective fabrics for manufacture of reflective ribbons and surfaces on clothing. Nederlandsk Tekstil Export A/S, (manufacturers' agent), 7b Raadhusgaten, Oslo. WTD 8/30/63.

333 Primary Smelting, Refining of Nonferrous Metals

FRANCE—Scandium, indium, gallium, cesium, dysprosium, palladium, rhodium, osmium, ruthenium. Mapren-Materiaux & Products Electroniques & Nucleaires, (importer, commission merchant), Paris 16e. WTD 6/7/62.

344 Fabricated Structural Metal Products

CHILE—Power boilers and repair parts for hydroelectric and thermic plants. V. D. Bullemore, (sales agent), Moneda 973, Casilla 1689, Santiago. WTD 5/15/63.

ITALY—Prefabricated dividing and boundary walls for popular type housing developments of brick and/or reinforced concrete construction. Also prefabricated floor/ceilings for the same type of construction. S.A.L.A.—Soc. An. Laterizi Affini, (manufacturer, wholesaler, retailer, importer), via Ettore Ciccotti, Potenza. WTD 11/8/63.

351 Engines, Turbines

CHILE—Hydraulic turbines and water turbine generator sets for hydroelectric and thermic plants. V. D. Bullemore, (sales agent), Moneda 973, Casilla 1689, Santiago. WTD 5/15/63.

FRANCE—Outboard motors for fiberglass boats (pleasure, fishing, racing, waterskiing), 25-100 hp.; also 2 drive types, 80-120 hp. Agency for southwest France. Synther, S.A., (manufacturer), 13-17 rue Colbert, Bordeaux, Gironde. WTD 1/25/63.

GREECE—Diesel engines, 750 r.p.m. and under and small gasoline engines (marine); requests replies from manufacturers only. Andreas Apostolopoulos, (importer, commission agent, manufacturer), 10 Sophocleous St., Athens (121). WTD 11/13/63.

352 Farm Machinery

GREECE—Small type farm machinery (cotton pickers, sprayers, tractors); requests replies from manufacturers only. Andreas Apostolopoulos, (importer, commission agent, manufacturer), 10 Sophocleous St., Athens (121). WTD 11/13/63.

354 Metalworking Machinery

SWEDEN—Tools, machinery, equipment for use in automobile repair shops. Engelska Gummi AB, (wholesaler, sales agent), Eksjo.

355 Special Industry Machinery

SWEDEN—Tools, equipment for use in tire repair shops, especially good device for mounting tires, rims. Engelska Gummi AB, (wholesaler, sales agent), Eksjo.

357 Office Computing, Accounting Machines

ECUADOR—Electric stapling machines suitable for closing corrugated cardboard boxes; requests replies in Spanish. Enrique Chavez Pino, V. M. Rendon No. 1010, P.O. box 5743, Guayaquil. WTD 10/15/63.

361 Electric Transmission, Distribution Equipment

CHILE—Power center and unit substation transformers; other transformers for hydroelectric and thermic plants. V. D. Bullemore (sales agent), Moneda 973, Casilla 1689, Santiago. WTD 5/15/63.

366 Communication Equipment

FRANCE—Radio equipment for aircraft. Eurafricair-E.A.M., (commission agent), 46 rue Jacques Dulud, Neuilly (Seine). WTD 6/6/62.

371 Motor Vehicles, Motor Vehicle Equipment

FRANCE—Spare parts, accessories, supplies, tools for automobiles. Requests replies in French. Autustin Bataille, (manufacturer, dealer), 13 rue du Landy, Clichy (Seine). WTD 2/1/63.

372 Aircraft, Parts

FRANCE—Aircraft spare parts. Eurafricair-E.A.M., (commission agent), 46 rue Jacques Dulud, Neuilly (Seine). WTD 6/6/62.

New and secondhand planes. Eurafricair-E.A.M., (commission agent), 46 rue Jacques Dulud, Neuilly (Seine). WTD 6/6/62.

373 Ship Building, Repairing

FRANCE—Run-abouts and related crafts, polyester and fiberglass, for operation with outboard motors; primarily in models which may eventually complete own lines of production; descriptive leaflets available on loan from Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4674). Synthor, S.A., (manufacturer), 13-17 rue Colbert, Bordeaux, Gironde. WTD 1/25/63.

381 Engineering, Laboratory, Scientific Research Instruments

FRANCE—Electrophoresis, chromatography, other laboratory equipment. Requests replies in French from manufacturers only. Medi-Sciences, (importer, dealer), 115 rue de Javel, Paris 15e.

384 Medical, Surgical, Dental Instruments

ENGLAND—Specialized medical equipment such as transistorized instruments which supplement the physician's stethoscope and disposable enemas. Hellermann Equipment, Ltd., Crawley, Sussex. WTD 11/1/63.

394 Toys, Amusement, Sporting Goods

ECUADOR—Educational toys. Distribuidora de Material Didactico S.A., (MADISA), (importer), Velez No. 208, P.O. box 3385, Guayaquil. WTD 10/31/63.

ENGLAND—Gocart parts, accessories such as helmets, clothing, bodywork, lights, general small parts. Michael L. Ince Export/Import Agency (exporter, importer, service organization), Greenfields, Park Lane, Wimborne, Dorset. WTD 11/5/63.

Toys, preferably presented in containers which can be made by high frequency welding. Andrew Seidner Organization, (importer, exporter), 70 Brewer St., London, W.1.

399 Manufacturing Industries

MEXICO—Fire extinguishers, fixed and hand, fire extinguishing equipment, parts and attachments. Agencias Eclipse, S.A., (importer, retailer), Apartado Postal P.O. box 1812, Juanacatlan 87, Mexico, D.F. WTD 10/9/63.

SOUTH AFRICA—Household, bar gift line novelties; requests replies from manufacturers only. Mill Agents S.A., (Pty.), Ltd., (manufacturers' agent), P.O. box 3161, Cape Town. WTD 6/14/63.

SOUTH AFRICA—Household and bar gift line novelties; requests replies from manufacturers only. Mill Agents S.A., (Pty.), Ltd., (manufacturer's agent), P.O. box 3161, Cape Town. WTD 6/14/63.

420 Motor Freight Transportation, Warehousing

CHILE—Railroad equipment repair services. V.D. Bullemore, (sales agent), Moneda 973, Casilla 1689, Santiago. WTD 5/15/63.

891 Engineering, Architectural Services

IRAQ—Wishes to participate with large U.S. engineering firms, well known world-wide, in construction contracts tendered by the Government of Iraq. Samhiry Bros. Co., W.L.L., (importer, wholesaler, contractor), Sa'doun St., Baghdad. WTD 10/23/63.

Leads for Importers

200 Food

★★ MALAYSIA—Trade Mission

Curry powder. Federal Trading Organization Co., 9 Jalan Bandar, Kuala Lumpur. I.R. 109.

Manufacturer of tropical fruit juices, syrups wants U.S. buyers for tropical canned or preserved oriental foods, fruits, juices. Century Manufacturing Co., 117 Killiney Rd., Singapore. I.R. 181.★

201 Meat Products

★★ MALAYSIA—Trade Mission

Raw hides. Kinabalu Paper Co., Ltd., P.O. box 683, Jesselton, Sabah. I.R. 310.

203 Canning, Preserving Foods

CHILE—Frozen shell fish and canned fish products. Socoa S.A., Sociedad Comercial e Industrial, Agustinas 1350, Casilla 2116, Santiago. WTD 10/10/63.

208 Beverage Industries

FRANCE—Wines: red and white, from Bordeaux region (table, classified and vintage qualities such as "Pomerol," "Saint-Emilion," "Fronsac," et al.), in glass bottles and wood casks. Agency or direct. Etablissements Andre Baby & Cie, 85-95 Avenue du Marechal-Foch, Libourne, Gironde. Requests replies in French. WTD 11/14/63.

★★ SWITZERLAND—Trade Mission

Distiller of Kirsch seeks importer/agent. Studer & Cie SA-Escholzmatt, 1, Tour-de-l'Ile, Geneva. I.R. 193.★

209 Food Preparations

★★ SWITZERLAND—Trade Mission

Processor of spices in low cost aluminum coated cardboard packages seeks importer/distributor. J. Carl Fridlin, Lobernstrasse 7, Zug. I.R. 137.★

Wholesaler seeks U.S. importer for instant coffee. Union Trading Co., Ltd., Petersgraben 35, Basel. WTD 3/9/62. I.R. 12.★

221 Broad Woven Fabric Mills, Cotton

GERMANY—Corduroy and suedette piece goods. Niemoeller & Abel, 1 Verler Strasse or 159 Postfach, 483 Guetersloh. WTD 10/23/63. For samples write to Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230.

228 Yarn, Thread Mills, Products

★★ SWITZERLAND—Trade Mission

Manufacturer of silk sewing threads, synthetic yarns for consumer and manufacturing use seeks representative. Will consider stocking goods in U.S. Gutermann & Co., AG, Claridenstrasse 25, Zurich. WTD 7/6/60. I.R. 118.★

229 Textile Goods

★★ MALAYSIA—Trade Mission

Malaysian Government agency wishes to export hand or screen printed batik in 2½-2¾ yd. or longer if desired. Small Industries Services Center, 10 Jalan Templer, Petaling Jaya, Kuala Lumpur. I.R. 56.

Batik materials. Federal Trading Organization, 9 Jalan Bandar, Kuala Lumpur. I.R. 67.★

230 Apparel

BELGIUM—Knitwear: ladies' and men's apparel. Setilrex Textielfabriek Jacques Rutgeerts, 46 Oosteindeke, Stekene. WTD 5/9/63.

GERMANY—Scarves, men's and women's, 300 different kinds of all qualities. Agent and/or direct purchase. Oscar Mueller, 15 Friedrich-Ebert-Strasse, 4 Dusseldorf. WTD 10/24/63.

230 Apparel

★★ MALAYSIA—Trade Mission

Textile manufacturer seeks U.S. buyers for printed Batik, men's shirts of Batik and synthetic textiles. Malayan Dyeing and Printing Factory, Ltd., 16 Circular Rd., Singapore 1. I.R. 263.

Desires to sell Batik garments on hand made to specifications directly to U.S. stores or through agents. Glamourette Gown Shop Fashions, Fitzpatrick's Supermarket, 300 Orchard Rd., Singapore 9. I.R. 167.

★★ SWITZERLAND—Trade Mission

Manufacturer of swimwear, gym suits, knitted underwear seeks direct department store accounts and agent to sell to other retail outlets. Offers 50-50 cooperative advertising arrangement. Burgi & Cie, Hafenstrasse 18, Kreuzlingen (TG). I.R. 123.★

232 Men's, Youths', Boys' Furnishings, Work Clothing

★★ MALAYSIA—Trade Mission

Seeks U.S. customers for men's shirts and pajamas. M. Bee Chow Tailor, 21 Chulia Street, Singapore 1. I.R. 179.

233 Women's, Misses', Juniors' Outerwear

★★ SWITZERLAND—Trade Mission

Producer of women's clothes seeks volume outlets. Gaby Fashion-Gabriel Feldinger, Sperrstrasse 46, Basel. I.R. 134.

235 Hats, Caps, Millinery

★★ SWITZERLAND—Trade Mission

Producer of ladies' felt and straw hats seeks wholesaler with volume sales. E. Baehler Bern AG, Monbijoustrasse 45, Bern. I.R. 99.

239 Fabricated Textile Products

GERMANY—Manufacturer wishes to sell, direct or agencies (1) varied designed and colored bags and nets made of cotton, hemp, nylon, perlon, plastic and synthetic silk used for shopping, sport and travel; (2) car tow rope; (3) plastic clothes lines and clothes pegs. Theodor Held, 24 Koernerstrasse, 4831 Verl/Westfalen. WTD 10/30/63.

240 Lumber, Wood Products

★★ MALAYSIA—Trade Mission

Manufacturer of timber products, particularly ramin; jongkong (lightweight species) seeks U.S. buyers. Will provide wood samples. Hoe Hung Sawmill Co., Ltd., 4 Abell Rd., Kuching, Sarawak. I.R. 289.

Burma teak block flooring, teak boat decking, Burma teak, timbers, lumber. Malayan Parquet-Floor Industries, Ltd., 76 Playfair Rd., Singapore. I.R. 225.★

Seeks agents for wooden mouldings from native white timber, straight grain wood, knotless, suitable for cabinets; also rumin wood. Desired lengths, sizes and shapes. Borneo Co., Kuching, Sarawak. I.R. 286.

Parquet flooring manufacturer seeks U.S. buyers for best quality attractive wood. South East Asia Enterprises, 18 Khoo Hun Yen, Kuching, Sarawak. I.R. 288.

249 Wood Products

★★ MALAYSIA—Trade Mission

Furniture manufacturer wishes to export from Hong Kong broom sticks, picture frames, parquet flooring, handicraft items. Borneo Hong Kong Wood Works, Machinery & Engineering Co., P.O. box 320, Jesselton. I.R. 315.

U.S. distributor wanted for high grade charcoal, with wood shavings as fire starter, packed in 22 lb bags. Taik Ho & Co. & Guan Ho, Ltd., P.O. box 32, Taiping, Perak. WTD 3/12/63. I.R. 92.

251 Household Furniture

FRANCE—Prefabricated wood furniture units, adjustable components, parts, frames, panels and partitions. Patented articles, easy to assemble, meeting all requirements for prompt and complete installation of up-to-date furniture, by elements, in living rooms, cozy corners, dining rooms and dinette rooms and dinette suites, bedrooms, offices, kitchens, etc., including modern single and twin beds, sofas, armchairs, bookcases, wardrobes, linen closets, wall cabinets. Direct or through agents. Minvielle et Cabanne (Etablissements), Coarraze, Basses-Pyrenees. WTD 10/2/62.

284 Soaps, Detergents, Cleaning Preparations, Perfumes, Cosmetics

BRAZIL—Mosquito repellants; shipped 100 cartons, each containing 12 units, packed in wood case. Industria e Commercio Djalma e Raymundo da Fonte Ltda., Caixa Postal 891, Recife, Pernambuco. WTD 9/19/63.

FRANCE—Perfumes, deluxe and standard quality. Direct or through agents. Societe Marquay, 45 ave. de l'Opera, Paris. WTD 11/19/62.

289 Chemical Products

★★ SWITZERLAND—Trade Mission

Firm wishes to export glue suitable for use with vinyl floor coverings. Multiplex, Gerhardstrasse 1, Zurich 3. I.R. 192.★

307 Plastics Products

★★ MALAYSIA—Trade Mission

Manufacturer of vinyl plastic handbags and slippers seeks U.S. buyers. P. Jain Arts, Queen St., P.O. box 95, Singapore 7. I.R. 269.★

★★ SWITZERLAND—Trade Mission

Agent for manufacturer of office supplies seeks importer/distributors for plastic see-through file folders. Can be cut to U.S. size. Registra AG, Doltschiweg 39, Zurich 3/55. I.R. 115.★

311 Leather Tanning, Finishing

★★ SWITZERLAND—Trade Mission

Exporter seeks outlets for sheepskins, calfskins. Unterdorf, Naefels (Glaris). Weidmann & Schwitter (firm name). I.R. 130.

322 Glass, Glassware

GUATEMALA—Glassware including vases, trays, plates, fruit containers. Direct or through agents. Distribuciones "Capri," 6a. Avenida 11-21, Zona 1, Guatemala City. WTD 11/15/63.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

FRANCE—Natural, artificial graphites, in flakes or powdered, for all purposes, industries. Direct sales preferred. Quantities available: from 10,000 to 30,000 kg. (22,000 to 66,000 lb. approx.) per mon.; merchandise packed in double jute bags of 100 kg. (220 lb.) or 50 kg. (110 lb.) each. Albert Guimard, 49 Place Rollin, Angouleme, Charente. WTD 5/21/63.

342 Cutlery, Hand Tools, General Hardware

★★ SWITZERLAND—Trade Mission

Manufacturer desires importer/distributor for battery-operated pedicure. Elpema AG, Biel (BE). I.R. 236.

345 Screw Machine Products

★★ SWITZERLAND—Trade Mission

Manufacturer seeks agent for expanding sockets used for construction in concrete, stone, wood, door, window installations, tunnel construction. Doco, Wiedingstrasse 38, Zurich 3/55. I.R. 184.★

349 Fabricated Metal Products

★★ SWITZERLAND—Trade Mission

Firm seeks agent for fire proof safe deposit boxes for home and commercial use. Tresora AG, Gerbardstrasse, Zurich 3. I.R. 158.★

351 Engines, Turbines

★★ MALAYSIA—Trade Mission

Furniture manufacturer seeks agent in Western U.S. to handle mass-produced household furniture. Diethelm & Co., Ltd., 139/149—B Market St., Singapore. WTD 10/20/63. I.R. 164.★

353 Construction Machinery

★★ SWITZERLAND—Trade Mission

Manufacturer interested in exporting quartz burning machines. Rohrer & Co., Nordstrasse 20 (Tel 051 26-65-65) Zurich 35. I.R. 53.

Manufacturer of automation and scientific equipment desires to export ramp vibrators, part feeders, sorting vibrators, conveying, dosing channels, jolting vibrators, vibrating tables, girders, silos, bunkers, vibrating screens. Apparatefabrik AG Huttwil, Huttwil (BE). I.R. 119.★

354 Metalworking Machinery

GUATEMALA—Electric hand drills and grinders; repair parts and attachments for power-drive hand tools. Direct or through agents. Distribuciones "Capri," 6a. Avenida 11-21, Zona 1, Guatemala City. WTD 11/15/63.

★★ SWITZERLAND—Trade Mission

Company desires agent to sell unical galvanisation equipment for laboratories, small work shops, goldsmiths, jewelers. Walter Laetsch, Waidstr. 27/Nordstrasse, Zurich 10/37. I.R. 189.★

Manufacturer seeks agent or distributor for galvanizing and electroplating equipment. Hans Grieshaber & Co., Hofholzliweg 17, Zurich 50. I.R. 157.

358 Service Industry Machines

★★ SWITZERLAND—Trade Mission

Manufacturer of vegetable washers, centrifuges for restaurants, hotels seeks agent, distributor or manufacturer. $95-$160 fob Swiss border; 10% less if U.S. firm assumes guarantee and service. Rymann AG, Hunzenschwil b. Aarau (AG). I.R. 69.★

Manufacturer of air conditioning and heating equipment, air current measuring instruments seeks agent. E. Schiltknecht Ingenieur SIA, Zurich, Freilagerstrasse 11, Zurich 9/47. WTD 7/20/53. I.R. 75.

359 Machinery

★★ SWITZERLAND—Trade Mission

Firm wants agent to sell ticket dispensers to bus depots, railroads. Walter Bollman Sohne AG, Heinrichstrasse 177, Zurich. I.R. 153.★

363 Household Appliances

GUATEMALA—Small household electrical appliances, excluding fans. Direct or through agents. Distribuciones "Capri," 6a. Avenida 11-21, Zona 1, Guatemala City. WTD 11/15/63.

★★ SWITZERLAND—Trade Mission

Manufacturer seeks representative for electric housewares, traffic appliances. Kisag, Bellach (SO). WTD 11/15/61. I.R. 105.

Agent wants to sell hot water heaters. W. J. Staubli, Glattlistrasse 23, Zurich. I.R. 50.★

Manufacturer of electric handmixer for kitchen use seeks U.S. importer distributor. Rotel AG Aarburg, 985 Oltnerstrasse, Aarburg (AG). WTD 11/6/59. I.R. 44.

365 Radio, Television Receiving Sets

★★ SWITZERLAND—Trade Mission

Wholesaler of record players wishes to export to U.S. O.E. Waldmeier Discothek, Rudengasse 1, Basel. WTD 12/13/62. I.R. 45.

369 Electrical Machinery, Equipment, Supplies

★★ SWITZERLAND—Trade Mission

Firm seeks importer for electronic device for raising and lowering awnings. Pancommerce AG, Paradeplatz 5, Zurich. I.R. 59.★

371 Motor Vehicles, Motor Vehicle Equipment

GERMANY—Auto parts, accessories. Preferably agency. Hans Alshut, 11-13 Hanauer Landstrasse, 6 Frankfurt/Main.

★★ SWITZERLAND—Trade Mission

Manufacturer wants importer of windshield wipers. Safap AG, Stafa ZH. I.R. 49.★

Manufacturer desires to export hydromatic steering apparatus with eventual licensing of U.S. manufacturer. Hydromatic AG, Dynamostrasse 7, Baden (AG). I.R. 107.★

373 Ship Building, Repairing

FRANCE—Manufacturer wishes to sell, direct or through agents: platsic boats (fiber glass reinforced polyester)—runabouts and other types (2-8 passengers), for pleasure, fishing, water ski designed for 25 hp. and over outboard motor equipment; available in different complete models (steering system, windshield, seats, hardware); actual weight 250 kg. (551 lb.), 320 kg. (706 lb.) and more depending on type of craft; average size—4.55 x 1.92 meters (15 ft. x 6 ft. 2 in., approx.). Synthor, S.A., 13-17 Rue Colbert, Bordeaux, Gironde. WTD 1/25/63.

★★ MALAYSIA—Trade Mission

Seeks contracts for local construction of freighters, tankers and passenger liners. Interocean Mariner, Overseas Union Bank Bldg., 1st Fl., Jalan Tuankun Abdul Rahman, Kuala Lumpur. NCIA. I.R. 75.★

Seeks U.S. agent or distributor for boat (pleasure craft); will build to specifications. Economic Development Board, 2nd Fl., Fullerton Bldg., P.O. box 2692, Singapore. I.R. 177.★

★★ SWITZERLAND—Trade Mission

Manufacturer seeks distributor for runabouts, max. 17 ft. long. De Berti-Werft Luzern, Alpenquai Tribschen, Luzern. I.R. 56.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

★★ SWITZERLAND—Trade Mission

Manufacturer seeks agent for automatic penetrometer, all types of testing machines for metals, rubber, plastic, textiles, paper, paints, cements, powders. E. Schiltkenecht Ingenieur S.I.A., Zurich. WTD 7/20/53. I.R. 75.

Agent seeks importer for measuring and control instruments for metal manufacturers. Tolerance 1/1000, supplemental machines decrease tolerance to 1/10,000. H. Niedermann, Beckenhofstrasse 46, Zurich 6. WTD 4/9/54. I.R. 108.★

384 Surgical, Medical, Dental Instruments

AUSTRALIA—Flexible rubber "Buchanan" masks used in teaching mouth-to-mouth resuscitation. Philipp's Southern Trading, Pty., Ltd., 396-402 Flinders Lane, Melbourne, C.1. WTD 5/24/61.

394 Toys, Amusement, Sporting Goods

CANADA—Hockey gauntlets, pads and shin guards. Title Products, Ltd., 3435 Metropolitan Blvd., E., Montreal 38, Quebec. WTD 5/31/63.

GUATEMALA—Mechanical toys, including trains. Direct or through agents. Distribuciones "Capri," 6a Avenida 11-21, Zona 1, Guatemala City. WTD 11/15/63.

★★ MALAYSIA—Trade Mission

Borneo handicrafts, including dolls, baskets, bamboo, other carvings. Also woven fabrics. China Lady, P.O. box 694, Jesselton, Sabah. I.R. 320.

★★ SWITZERLAND—Trade Mission

Manufacturer seeks agent for plastic construction toy line. Konstri AG, Brugg (ag). I.R. 132.★

Manufacturer seeks agents for spinning reels, lures, telescopic landing nets. J.W. Stucki-Balthasar, Langgasse 40, Thun (BE). I.R. 216.★

396 Costume Jewelry, Novelties, Buttons, Notions

GUATEMALA—Costume jewelry including brooches, earrings, medallions, chains, rings and bracelets. Direct or through agents. Distribuciones "Capri", 6a. Avenida 11-21, Zona 1, Guatemala City. WTD 11/15/63.

★★ MALAYSIA—Trade Mission

Sales agent for high-quality jewelry and ornaments. Lee Kong Chye Goldsmith, Ltd., 185 S. Bridge Rd., Singapore 1. NCIA. I.R. 201.★

399 Manufacturing Industries

ICELAND—Manufacturer of ceramics made from lava consisting of handmade vases, ashtrays, bowls and sculptures wishes to contact importers, specialty shops, department stores, wholesalers and other interested buyers. Reportedly, this is a unique production and the only one of its kind in the world; products are manufacturer solely for export. Glit, Ltd., Odinsgotu 13 (P.O. box 666), Reykjavik. WTD 10/29/63.

★★ MALAYSIA—Trade Mission

Smoked rubber sheets, pepper (white or black), coconut oil, lumber. Jin Hoe Co., Ltd., 12 Main Bazaar, Kuching, Sarawak. I.R. 290.★

Saree materials, other textiles, rubber, tin. Bajaj Textiles, Ltd., 65/67 High St., Singapore 6. I.R. 247.★

Handicrafts, textiles, silver items. Small Industries Service Center-RIDA, 10 Jalan Templer-Petaling Jaya, Kuala Lumpur. I.R. 77.★

Movie production firm seeks U.S. distributor for feature films and films for TV. Also wants agent to sell textiles, Malayan arts. Malaya Films & Investments, Ltd., Rm. 2, 23B Amber Mansion, Orchard Rd., Singapore 9. NCIA. I.R. 162.

Desires to sell Malaysian timber, rubber, coffee, spices. Reliance Commercial Enterprises, Inc., (Inc.'d in the Philippines), 4th Fl., A.I.A. Bldg., Singapore 1. I.R. 174.★

Desires to export to U.S. rubber, copra, coconut oil, paper, spices, rope. Dwidaya Trading Co., 33 Bank of China Bldg., 3rd Fl., Battery Rd., Singapore 1. I.R. 183.★

★★ SWITZERLAND—Trade Mission

Manufacturer seeks distributor for plastic forms used in home dressmaking. First cost individually boxed—$8. Zuschneideschule Parisienne (Rotmann), Innere Margarethenstrasse 12, Basel. I.R. 168.★

Plastic laminated panels; asbestos vinyl floor tile, metal rods for hanging curtains, clothes and/or shelves offered to U.S. importers. Transglobe, Ltd., (a division of Union Trading Co., Ltd.), Petersgraben 35, Basel, P.O. box 417. WTD 3/9/62. I.R. 11.★

504 Groceries

INDONESIA—Tea cooperative is offering green tea. Pusat Koperasi Teh Rakjat, 14 Djalan Dago, Bandung, West Java. WTD 11/1/63.

571 Furniture, Home Furnishings, Equipment

FRANCE—Artisan worker specializing in art enamels and hand-decorated enamel wares wishes to sell, preferably executed to order, on a retail basis, the following: art enamels and hand-decorated enamel wares, principally pictures (sizes 40x30 centimeters and smaller); sceneries and reproduction of paintings or portraits, made in Limoges by artisan workers. Christiane Raclot ("Emaux d'Art"), 9 rue Jean-Jaures, Limoges, Haute-Vienne. WTD 9/19/62.

731 Advertising

★★ MALAYSIA—Trade Mission

Advertising agency offers services to U.S. firms. Fortune Advertising, Ltd., 3 Raffles Pl., Singapore. I.R. 256.

Malaysian advertising agency offers services to U.S. firms interested in the Malaysian market. Grant Advertising, 201 Clemenceau Ave., Singapore 9. I.R. 178.★

★★ SWITZERLAND—Trade Mission

U.S. advertising and public relations agency seeks U.S. clients. Robertson & Associates, Talacker 35, Zurich 1. I.R. 159.★

739 Business Services

★★ MALAYSIA—Trade Mission

Advertising agency with research facilities wishes to represent U.S. firms entering area. Grant Advertising, 201 Clemenceau Ave., Singapore. I.E. 157.

Inventor offers to sell to U.S. food processor novel way of packaging rice. Dr. FA. W.J. Tampung & Co., 51 Pheng Geck Ave., NCIA. I.R. 160.

Analytical chemists and industrial consultants wish to act as technical representatives and advisors for U.S. firms; services also offered on joint ventures. Analytical Laboratories, Ltd., 30-B Church St., Singapore 1. I.R. 172.

Packaging services for bulk medicines and cosmetics offered to U.S. companies. A.S. Watson & Co., (Malaya), Ltd., 8, Jalan Dua, Sungei Besi Rd., Kuala Lumpur. WTD 9/7/60. I.R. 28.★

Representative/consultant offers his services to U.S. firms desiring technical or sales assistance in area. American Export Co., P.O. box 328, Sibu, Sarawak. I.R. 296.

Desires to represent U.S. firm in engineering, architecture, product design or styling, packaging or graphic arts. Sarawak Enterprises Corp., P.O. box 442, Kuching, Sarawak. I.R. 367.

Malaysian banking institution offers credit information services through Opinion Department of San Francisco, Los Angeles, or New York (Agency) offices. Hong Kong & Shanghai Banking Corp., 1 Edinburgh St., P.O. box 56, Sandakan, Sabah. I.R. 336.

★★ SWITZERLAND—Trade Mission

Electrical engineer will act as technical adviser to exporter of electrical equipment to Europe. Speaks English, French, German, Russian. Morris Lucien Volski, 8b, ave. de Miremont, Geneva. I.R. 203.★

Firm wishes to act as tax and investment consultants in Switzerland to U.S. trust companies. Keller Treuhandbureau AG, Steinenvorstadt 53, Basel. I.R. 29.

Businessman offers services as consultant for marketing, product, plant expansion. Jack C. Maillard, Arosastrasse 3, Zurich 8. I.R. 97.★

Company has facilities to publish in any language for U.S. manufacturers doing business in Europe. Walter Bollmann Sohne AG, Heinrichstrasse 177, Zurich. I.R. 153.★

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230 or telephone: 202—WO 7-4674 in Washington.

BOLIVIA—The Bolivian Development Corp. has announced that it is preparing to request bids for the Corani hydroelectric plant to be located near Cochabamba. The details of the project are as follows:

1) The Government of Bolivia, through the Ministry of National Economy and the Bolivian Development Corporation, is compiling information for the qualification of contracting firms from countries who are members of the International Bank for Reconstruction and Development and Switzerland for the construction of the Corani hydroelectric plant. This information will be utilized to form a list of qualified contractors who will later be invited to take part in the bidding for the project.

2) The Corani hydroelectric project is situated 40 km. from the city of Cochabamba, and will supply energy to that city and to the mining area of Oruro situated approximately 150 km. from Cochabamba.

3) The principal characteristics of the project are: installed capacity 27,000 kw. (first stage), stored volume 82,000,000 cu. m., earth dam 27 meters high, volume 300,000 cu. m., gross head, 637 meters, tunnel 1,200 meters in length, pentstock 1,100 meters in length.

The principal items of the project are the following: improvement of roads, construction of camps, construction of the dam, tunnel, turbine house, and auxiliary works, and installation of the penstocks.

Once the qualifications have been made, it is hoped to issue invitations in December 1963 for bids for the carrying out of the projects above, and separately for the supply of machinery.

Prospective contractors who are interested in being included in the invitation can obtain documents of qualification from the following addresses: Corporacion Boliviana de Fomento, Empresa Nacional de Electricidad, Casilla 565, Cochabamba, Bolivia. Or, Embassy of Bolivia, Washington, D.C. or Corporacion Bolivina de Fomento, Casilla 1124, La Paz, Bolivia or Montreal Engineering Co. Ltd., P.O. Box 250 Place d'Armes, Montreal 1, Quebec, Canada.

CHILE—ENAP (Empresa Nacional del Petroleo) will call for bids shortly for the construction of an oil refinery north of Concepcion, Chile, nearby the Bio-Bio River. The US$34 million project includes a complete marine terminal, storage tanks, pipelines, supply warehouses, office buildings and laboratories. The crude oil refinery has been designed with a 36,000 barrels per-day capacity. Interested individuals may obtain additional information by writing, Empresa Nacional del Petroleo, Ahumada 341, Santiago.

COLOMBIA—A US$5.2 million program to construct a modern jet airport at the north coast port city of Barranquilla is being planned. The new airport is designed to include a 8900 foot concrete runway capable of handling jet equipment, taxiways, parking areas, and a three-story, 20,000 sq. m. terminal building. The project is pending approval of AID financing.

A four year port improvement and enlargement program for the ports of Barranquilla, Buenaventure, Cartagena and Santa Marta is expected to get underway shortly. Financing for this project, estimated to cost approximately US$34 million has been tentatively arranged with the Inter-American Development Bank, and reportedly with European equipment manufacturers.

MALAYSIA—According to reports, Hilton Hotels International plans to operate two ultra-modern hotels in Malaysia—one in Singapore, and the other in Kuala Lumpur. The two hotels are reportedly being built at the cost of M$42 million, and the construction is planned to begin early next year.

The hotel in Singapore, to be named the Singapore Hilton, or Hotel Temasek, will have 17 stories, with 300 rooms, and cost M$18 million. It will be located on Orchard Road, the modern business and shopping center of Singapore. The Kuala Lumpur Hilton will have 20 floors and a capacity of 400 rooms. The site for the M$24 million hotel has not been chosen yet, although it is reported that a central location is sought.

New Books and Reports

***U.S. Manufacturing Investment in Brazil: The Impact of Brazilian Government Policies, 1946-60.* By Lincoln Gordon and Engelbert L. Grommers. Published by the Division of Research, Harvard Business School. Boston, Massachusetts. $2.50 (paperbound).**

This volume is the result of a study undertaken in 1960 aimed at obtaining a closer understanding of the impact of Brazilian governmental policies on basic investment decisions and business operations of U.S. companies in Brazil.

Included are the examination and assessment of the relative roles played by government and private enterprise in the economic development of Brazil; the special role played by American companies with branches and manufacturing subsidiaries in Brazil; and the impact on such businesses, both favorable and unfavorable, of various Brazilian governmental policies.

It studies such questions as whether to initiate a new foreign investment; whether to convert an export or assembly operation into manufacturing; which materials and components to make and which to buy from outside suppliers; whether to operate through a wholly owned branch or subsidiary, or to engage in partnership with a Brazilian enterprise, or to spread participation through general public stock offerings; whether to expand a basic investment; and how to provide for additional financing.

Order from the Division of Research, Harvard Business School, Soldiers Field, Boston, Massachusetts, 02163.

***Proceedings of a Seminar on Trade Prospects with the European Common Market.* Edited by Coldwell Daniel, III, for the University of Southern Mississippi. Hattiesburg, Mississippi. 1963. 41pp.**

Contains the 4 papers presented during the Seminar, dealing with American Industrial Development and the European Common Market; New Opportunities for U.S. Trade with Countries of the Common Market; Aims and Objectives of the National Export Expansion Council's Program; and, Regional Trade Groupings in Latin America.

Copies can be ordered from the University of Southern Mississippi, Hattiesburg, Mississippi.

Index

Copies of the Index of *International Commerce* articles during the period July 1 to September 30, 1963 are now available. They may be ordered at no charge from any Department of Commerce Field Office.

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1963. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C., 20402.**

Basic Data on the Economy of the Ryukyu Islands. OBR 63-124. 14pp. Reviews the various sectors of the Islands' economy, transportation and communications, insurance, the financial structure, foreign trade, weights and measures, and economic development program.

Basic Data on the Economy of Gabon. OBR 63-125. 13pp. Lists the chief sectors of the economy, the financial structure and balance of payments, foreign trade (particularly with the U.S.), economic development program, and marketing procedures and trade practices.

Basic Data on the Economy of Bolivia. OBR 63-126. 11pp. Describes the various industrial sectors composing the national economy, private investment, foreign trade, the financial situation, the conditions of trade, and the Government's development programs.

Foreign Trade Regulations of Australia. OBR 63-129. 11pp. Outlines the Australian Government's trade policy, the import tariff system, sales and other internal taxes, required documentation, labeling and marking requirements, special customs provisions, non-tariff import trade controls, Australia's export controls and U.S. controls affecting trade with Australia.

Preparing Shipments to Guinea. OBR 63-130. 6pp. Explains the required shipping documents, Guinea's import regulations, rules for mail shipments, labeling-marking-packing requirements, entry-transit-warehousing procedures, reexport and free admission policy, and customs procedures.

***The Search for Tax Principles in the European Economic Community.* By Clara K. Sullivan. Published by the Harvard Law School International Program in Taxation. Cambridge, Massachusetts. 104pp. $2.**

This study explores the major problems of tax harmonization that arise when countries seek economic integration. Its review of proposed solutions calls for a re-evaluation of the basic concepts of both sales and income taxation and leads to a detailed analysis, for purposes of both taxes, of the origin and destination principles. Particular emphasis is given to European sales taxes and the means of their eventual accommodation in the Common Market.

Copies may be ordered from the Harvard Law School International Program in Taxation, Cambridge, Massachusetts, 02138. (For more than 25 copies: $1 apiece).

***The Politics and Economics of European Integration; Britain, Europe and the U.S.* By U.W. Kitzinger. Published by Frederick A. Praeger, Inc., New York, N.Y. 246pp. $5.50 (Paperbound: $2.25).**

After exploring the terms of the 1962 Trade Expansion Act and the impact of Common Market developments on the U.S. economy, the author concludes that "in spite of any local difficulty, in spite of any recent setback, there is a groundswell of revolution at work in the world today" which bodes well for the Western World. The author spent 6 years as an economist with the Council of Europe and served as Secretary of the Economic Committee when the Common Market Treaty was negotiated.

The book can be ordered from Frederick A. Praeger, Publisher, 64 University Place, New York 3, N.Y.

***Minnesota Director of Manufacturers, 1963-65.* Minnesota Department of Business Development. $7.50.**

Lists the state manufacturing plants by communities, by product and alphabetically. Information given for each plant includes the name of the top official; the products produced; whether the plant serves a local, regional, national or export market and number of employees by code designation. Standard Industrial Classifications are used in the product section.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1963—701957/21

Calendar
for international traders

December

3—Monroe Conference on Exports, Northeast Louisiana State College, **Monroe, La.** Sponsored by: Northeast Louisiana State College, Regional Export Expansion Council, Monroe Chamber of Commerce, Small Business Administration, New Orleans Field Office, U.S. Department of Commerce.

3—Foreign Credit Interchange Bureau Monthly Meeting. 1:30 p.m., Ben Franklin Hall, Advertising Club, 103 East 35th St., **New York, N.Y.**

3—Cleveland Regional Export Expansion Council Meeting and Luncheon. 10 a.m., Parlor A, Mid-Day Club, Union Commerce Building, **Cleveland, Ohio.**

3-4—Executives Seminar on Doing Business in France. College of Commerce, DePaul Univ., **Chicago, Ill.**

5—Mid-America Conference on the European Common Market. St. Louis University, **St. Louis, Mo.** Sponsors: Metropolitan College of St. Louis University and the St. Louis Regional Export Expansion Council.

6—Rotary International Luncheon Meeting, **Canton, Ohio.** Speaker: James G. Morton, Special Asst. to the Secretary of Commerce for Public Affairs.

11—Monthly Meeting of the International Trade Club of Chicago, LaSalle Hotel, **Chicago, Ill.** Speakers: Carl M. Blumenschein, Container Corp. of America, and Phillip Hull, Parker Pen Company.

18—Lafayette Conference on Exports, University of Southwestern Louisiana, **Lafayette, Louisana.** Sponsored by: University of Southwestern Louisiana; Regional Export Expansion Council, Greater Lafayette Chamber of Commerce; Small Business Administration; New Orleans Field Office, U.S. Department of Commerce.

January

7—Regular Monthly Luncheon Meeting of the World Trade Committee of the Dallas Chamber of Commerce. Dallas Athletic Club, **Dallas, Tex.** Subject: Planning a Trade Mission From Dallas to Mexico.

Department of Commerce Field Offices

Albuquerque, N. Mex., 87101, Courthouse. Phone: 247-0311, ext. 2386

Anchorage, Alaska, 99501, Rm. 306, Loussac-Sogn Bldg., 5th and D Sts. Phone: BRoadway 2-9611

Atlanta, Ga., 30303, 4th Fl., Home Savings Bldg., 75 Forsyth St., NW. Phone: JAckson 2-4121, ext. 6000

Birmingham, Ala., 35203, Title Building, 2030 Third Ave., N. Phone: 323-8011

Boston, Mass., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312

Buffalo, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Phone: TL. 3-4216

Charleston, S.C., 29401, Suite 201, Marcus Bldg., 6 Broad St. Phone: 722-6551

Cheyenne, Wyo., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731

Chicago, Ill., 60606, Room 1302, 226 West Jackson Blvd. Phone 828-4400

Cincinnati, Ohio, 45202, 809 Fifth Third Bank Bldg., 36 E. Fourth St. Phone: 381-2200, ext. 2944

Cleveland, Ohio, 44101, 4th Floor, Federal Reserve Bank Bldg., E. 6th St. & Superior Ave. Phone: CHerry 1-7900

Dallas, Tex., 75201, Room 3-104 Merchandise Mart, 500 South Ervay St. Phone: RIverside 9-3287

Denver, Colo., 80202, 142 New Custom House, 19th & Stout Street. Phone: KEystone 4-4151, ext. 598

Detroit, Mich., 48226, 438 Federal Building. Phone: 226-6088

Greensboro, N.C., 27402, Room 407 U.S. Post Office Bldg. Phone: 273-8234

Hartford, Conn., 06103, 18 Asylum St. Phone: 244-3530

Honolulu, Hawaii, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831, ext. 464

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Jacksonville, Fla., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111

Kansas City, Mo., 64106, Room 2011, 911 Walnut Street. Phone: BAltimore 1-7000

Los Angeles, Calif., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830, ext. 1261

Memphis, Tenn., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214

Miami, Fla., 33132, 408 Ainsley Bldg., 14 NE. First Ave. Phone: FRanklin 7-2581

Milwaukee, Wis., 53203, 1201 Straus Bldg., 238 W. Wisconsin Ave. Phone: BRoadway 2-8600, ext. 473

Minneapolis, Minn., 55401, Room 304 Federal Bldg., 110 South Fourth Street. Phone: 334-2133

New Orleans, La., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546, ext. 6547

New York, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377

Philadelphia, Pa., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400, ext. 591

Phoenix, Ariz., 85025, New Federal Bldg., 230 N. 1st Ave. Phone: 261-3285

Pittsburgh, Pa., 15222, 1030 Park Bldg., 335 Fifth Ave. Phone: 471-0800

Portland, Oreg., 97204, 217 Old U.S. Courthouse, 520 SW. Morrison St. Phone: CApitol 6-3361, ext. 1421

Reno, Nev., 89502, 1479 Wells Ave. Phone: FAirview 2-7133

Richmond, Va., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611

St. Louis, Mo., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243

Salt Lake City, Utah, 84101, 222 SW. Temple St. Phone: DAvis 8-2911, ext. 341

San Francisco, Calif., 94011, Room 419 Customhouse, 555 Battery St. Phone: YUkon 6-3111

Santurce, P.R., 00907, 605 Condado Ave. Room 628, Phone: 723-4640

Savannah, Ga., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull Street. Phone: ADams 2-4755

Seattle, Wash., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: Mutual 2-3300, ext. 492

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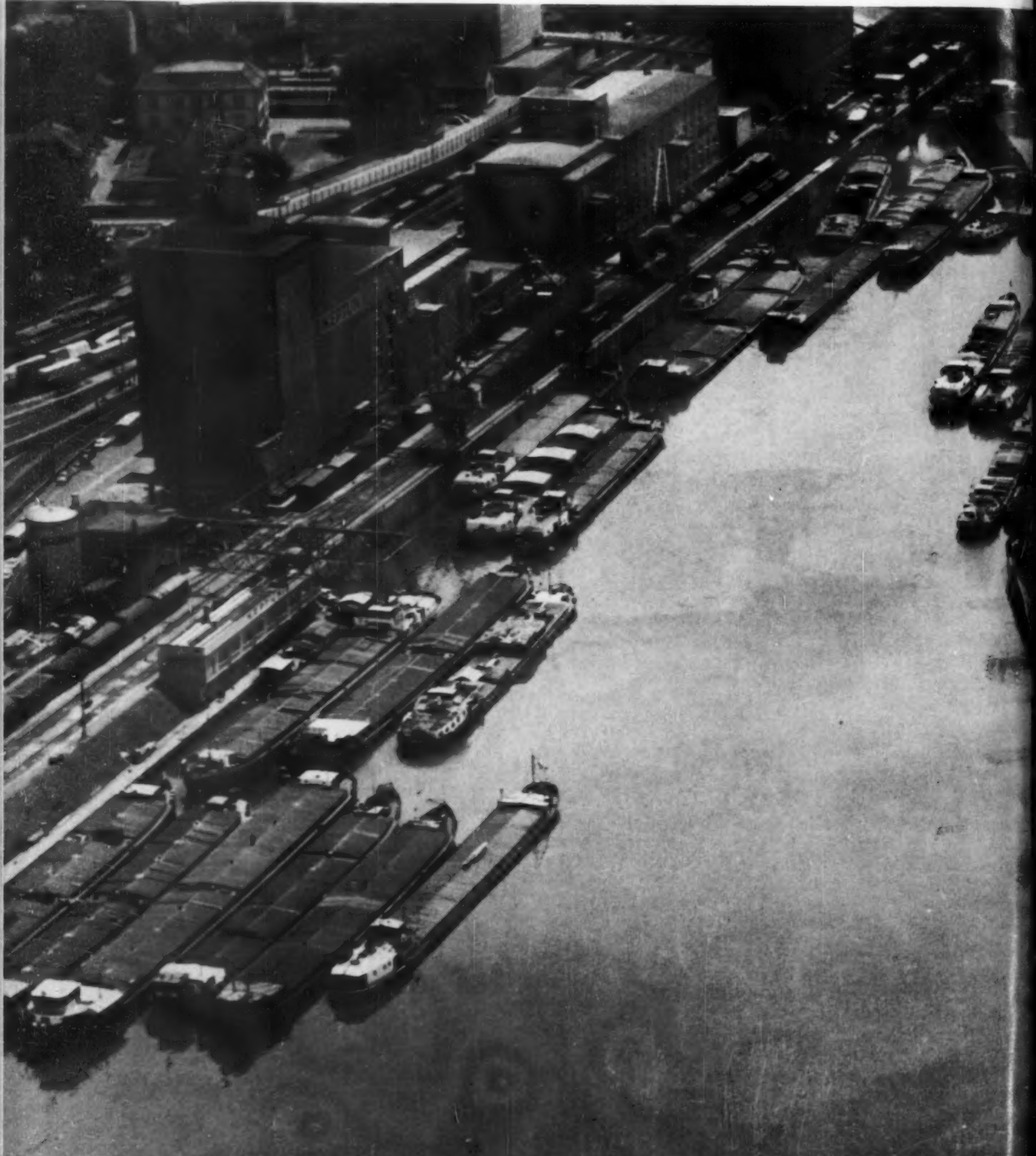First-Class Mail